

SPOTLIGHT

APRIL 2016



**BEST
MONTH
EVER**

**22.1
MILLION**

SPOTLIGHT

www.arc.ailife.com/arc/spotlight
A monthly publication spotlighting top producers of American Income Life and National Income Life

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SGA Career Track

New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@ailife.com.

Required Retention Rate

Effective Jan. 1, 2016, to be eligible for bonuses and be featured in Spotlight, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first nine months. The rates listed are for Spotlight recognition only.

Retention: 71.0%
Net to Gross: 80%

Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by Tuesday 5/24 before 2:00 p.m. CST. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by Thursday 5/26. eApp business excluded from the 7 day hold should be uploaded by Tuesday 5/31 before 2:00 p.m. CST to count for May production.

\$5,835,233

in total bonuses were paid out this month by AIL and NILICO. For more information on the monthly bonuses, turn to Page 30-37.



Correction

Timothy Cruise's SGA should have been listed as Bob Olson for the 3 Million Dollar Club qualifiers list of February's Spotlight.

*Look for the asterisk! The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2017 Awards Presentation are: the top SGA from each Category I-VIII based on Performance Factor with 100% minimum, the top two RGAs, the top five MGAs, the top five GAs, the top five SAs, and the top ten Individual Producers, the top two PR Representatives from each category, and the top three PR Managers. View the 2017 Convention Qualifications online at www.aillife.com or www.nilife.com. Check your production! If there is an asterisk by your position, you could be on your way to stay at the wonderful Moon Palace Resort in Cancun! The convention will be held May 18-21, 2017.



MGA Marc Salvaggi (middle front) of the Surace-Smith office took his whole team to the first game of the Cleveland Cavaliers playoffs.

THE GIFT OF FAMILY

YOU DON'T CHOOSE YOUR FAMILY. THEY ARE GOD'S GIFT TO YOU, AS YOU ARE TO THEM. — DESMOND TUTU

WHILE AT THE SPRING SGA meeting in Destin, we were saddened to learn that Audre Rapoport, wife of AIL founder Bernard Rapoport, passed away on April 4 at the age of 92.

As the saying goes, "Behind every good man is a great woman." You really had to know those two to appreciate their relationship. They were married 70 years and went everywhere together.

Their lives were so entwined, it's almost impossible to talk about one without the other.

A friend of the family once put it this way: "I think she pushed him a little." No, she pushed him a lot! And as much as B may have complained about it, there was never any doubt that she was the love of his life. Audre was a fierce activist for women's rights and social justice in her own right. But her greatest role was being B's biggest fan and staunchest supporter.

Our condolences are sent to their son Ron, daughter-in-law Patricia and their granddaughters.

AIL was founded on the principles of family and those family values continue to run deep. Author Richard Bach once wrote, "The bond that links your true family is not one of blood, but of respect and joy in each other's life." Each one of us needs the love, support and encouragement of both our blood family and our AIL-NILICO family.

I've said it before: those Agency offices with the tightest, most family-oriented cultures tend to be the ones that are most successful. Why? Because when you care about each other, there is an unspoken commitment to the interests of your fellow Agency family members. It's all about the personal connection. That means celebrating life's victories together and helping each other overcome the adversities.

The month of March gave us a lot to celebrate and I hope you'll join me as we



recognize our best month and best quarter in Company history. Congratulations are also in order to the Altig-Orlovic Agency for their biggest month ever with over \$4 million net ALP. And let's not forget our March Madness champions and the winners of our Hawaii production contest.

I look forward to seeing you at Convention next month to celebrate your victories. I encourage you to use that opportunity to strengthen your Agency connections and reach out to include others in your network of support.



Roger Smith
Chief Executive Officer
AIL & NILICO

★ AGENT TENURE BONUS ★

2016



NO AGENT LEFT BEHIND

MARCH BONUS PAYOUT: \$147,750

MARCH BONUS QUALIFIERS: 204

Michael Abney	\$1,000	Brian Stern	\$1,000	Solomone Mahe	\$750	Kenneth Compton	\$500	Sherita Morgan	\$500
Cheetara Austin	1,000	Reginald Surratt	1,000	Connor McBride	750	Robert Craig	500	Brian Murray	500
Eugenia Austin	1,000	James Swinton	1,000	Schuyler McCabe	750	Mark Dushaj	500	Mark Noel	500
Behrad Baghbanian	1,000	Andre Taylor	1,000	Alexis Merchant	750	Paul Evtushenko	500	Michael Novosel	500
Bobby Beasley	1,000	Jesus Tolentino	1,000	Cody Messina	750	Jessic Galvan-Hopkins	500	Ethan Oftedahl	500
Jacqueline Bickel	1,000	Marcus Trice	1,000	Peter Nguyen	750	Demarcus Gibson	500	Miguel Oliva	500
Jarrett Bowers	1,000	Francesca Veltri	1,000	Joshua Nkwocha	750	Charles Gotcher	500	Somphou Olivias	500
Connor Cleary	1,000	Rochelle Weber	1,000	Erin Noll	750	Josephus Grant	500	Laura O'Mary	500
Maurice Coleman	1,000	Brittany Williams	1,000	Sung Oh	750	Thomas Gunn	500	Eli Parra	500
Morgan Dennis	1,000	Matthew Wilson	1,000	Tereesha O'Neal	750	Brian Hess	500	Pita Pelenato	500
Jordan Endsley	1,000	Hazem Aboueldahab	1,000	Michal Ortiz	750	Erika Holmes	500	Nada Pennington	500
Hinda Grayman	1,000	Yasmeen Akel	750	Shaefer Pacada	750	Lazayssha Johnson	500	Luther Pierre	500
Sarah Hall	1,000	Joseph Ardoin	750	Rudy Padilla	750	Harry Jones	500	Sharlon Price	500
Chavis Holmes	1,000	Travis Auchinleck	750	Deborah Paredes	750	Arnaud Juleau	500	Riaz Rahman	500
Valerie Holvey	1,000	Ascer Barlatier	750	Matthew Pengtakoon	750	Hawa Kaba	500	Johny Remy	500
Skyler Hornung	1,000	Sherica Bartlett	750	Tyler Perry	750	Vassilios Katos	500	Kyle Robbins	500
Mercedes Hudson	1,000	Mark Bishop	750	Deleani Reagan	750	Farhood Kiassaty	500	Sara Rostamijalilian	500
Devon Justice	1,000	Everton Blake	750	Nicole Kunis	500	Del Roule	500	James Rucker	500
Margaret Kalina	1,000	Rhonda Boucher	750	Mark Lahijani	500	James Rucker	500	Leamber Saffold	500
Nedal Kawash	1,000	Anthony Chirico	750	Rebecca LeBlanc	500	Anthony Savinon	500	Michael Stelly	500
Paulius Komskis	1,000	Michael Clements	750	Nicholas Lehr	500	Cassidy Stock	500	Amber Strawn	500
Danielle LaBarbera	1,000	Barkley Collinson	750	Pedro Lemos	500	Joseph Stublick	500	Bernie Thompson	500
David Lawrence	1,000	Ashley Conte	750	Kory Louvelle	500	Daniel Mayer	500	Taylor Thompson	500
Joshua Lynch	1,000	Amber Daniels	750	Felipe Santanna	500	Rebekka McCoy	500	Juan Torres	500
Connor McCollum	1,000	Monica Dollins	750	Zachary Martinez	500	Aysa McGrath	500	Anthony Verrett	500
Kanon McGee	1,000	Lindy Egan	750	Daniel Mayer	500	Monica McKinney	500	James Wells	500
Tiffany McGraw-Legere	1,000	Joyce Feakes	750	Rebekka McCoy	500	Jason McNett	500	Revawn Wilson	500
Ashleigh Meador	1,000	John Gibbs	750	Eric Watson	500	Mario Milicia	500		
Mohannad Mekawy	1,000	Kevin Gillum	750	Eric Watson	500	Claire Morgan	500		
Manuel Mendiola	1,000	Travis Wiley	750	Aysa McGrath	500				
Harley Miles	1,000	Casey Willis	750	Monica McKinney	500				
Danielle Morales	1,000	Kara Winter	750	Jason McNett	500				
Jeffery Myers	1,000	R Alexander Woodruff	750	Mario Milicia	500				
Heather Neely-James	1,000	Dawn Zeccardi	750	Claire Morgan	500				
Josh Okray	1,000	Jeremiah Acosta	500						
Kassandra Perez	1,000	Megan Hall	500						
Casey Pfeffer	1,000	Gage Hatfield	500						
Machozhi Pondamali	1,000	Joseph Hersey	750						
Jonah Powell	1,000	Rebecca Arch	500						
Waleah Salah	1,000	Michael Batdorf	500						
Debra Sandstrom	1,000	Michael Batdorf	500						
Jeanne Santos	1,000	Trevor Baynes	500						
Maryna Semenova	1,000	Amy Biagioni	500						
Milan Sharma	1,000	David Bleil	500						
Erin E Smith	1,000	Michael Boxell	500						
Mary Smith	1,000	David Butterfield	500						
Svyatoslav Stefanyshyn	1,000	Lillian Carroll	500						
		Linh Lam	500						
		Kristin Cesarz	500						
		Stephanie Lampkin	750						
		Sergio Lanzas	750						

Eligibility must occur in the 4th, 5th or 6th month of tenure. Tenure month is determined by agent's contract date (first application date) with the Company. Hire/code month is Month One and based on date in the system. Contract month counts as a full month of tenure regardless of whether agent codes on the first day of the month or last day of the month. Agent must have minimum of 84% Net-to-Gross in month 4 - 6

*Qualifications and guidelines are on the ARC.

Hawaii

CONTEST WINNERS!

Congratulations!!
SEE YOU IN
Hawaii, HAWAII
SEPTEMBER 18-25, 2016

State General Agents



ERIC GIGLIONE
CATEGORY I & II
137.7% GROWTH



DAVID ACKERMAN
CATEGORY I & II
137.7% GROWTH



SABRINA LLOYD
CATEGORY I & II
131.1% GROWTH



LAURA FISHER
CATEGORY III & IV
133.7% GROWTH



MAT HART
CATEGORY VII-VIII
116.3% GROWTH



CARL ZABLOTNY
CATEGORY III & IV
10,414 LEADS



JOHN KELIHER
MANAGER
57.77% GROWTH

Public Relations

Managing Agents



GA ANDY SERTLER
SGA: SABRINA LLOYD
\$312,883 NET ALP



GA PATRICIA CICERALE
SGA: GIGLIONE-ACKERMAN
\$196,859 NET ALP



GA NATHAN HUNT
SGA: RICHARD CORREA
\$190,131 NET ALP



GA DEREK FOORE
SGA: SURACE-SMITH
\$165,308 NET ALP



MGA MARIAN SERTLER
SGA: SABRINA LLOYD
\$1,091,317 NET ALP



MGA ZACH OTTO
SGA: SABRINA LLOYD
\$678,190 NET ALP



MGA MARC SALVAGGI
SGA: SURACE-SMITH
\$398,784 NET ALP



RGA ROBERT JANEV
SGA: SABRINA LLOYD
\$1,962,413 NET ALP

Personal Producers



MICHAEL VAN DELFT
SGA: IMRAN SATTI
\$208,064 NET ALP



EREZ SHABTAY
SGA: MICHAEL VASU
\$188,526 NET ALP



ROGHIE HASSAN LOO
SGA: JOSH CHALOM
\$172,877 NET ALP



MARK DUSHAJ
SGA: ZACHARY HART
\$166,438 NET ALP



JOEY KENNEDY
SGA: ALTIG-ORLOVIC
\$160,117 NET ALP



PAUL SMITH
SGA: SURACE-SMITH
\$153,099 NET ALP



JOACHIM JEAN
SGA: LAURA FISHER
\$147,659 NET ALP



MASSOUD VAZIRI
SGA: ALTIG-ORLOVIC
\$146,385 NET ALP



MUHAMMED ASHRAF
SGA: THEODORE PAPPAS
\$146,053 NET ALP



MIKE SUKHAATAR
SGA: DANIEL UMBERTONE
\$134,839 NET ALP



RYAN KENDL
SGA: ALTIG-ORLOVIC
\$131,890 NET ALP



VAN ORTEGA
SGA: ALTIG-ORLOVIC
\$131,810 NET ALP



LILY SAKAI
SGA: COHEN-COHEN
\$129,974 NET ALP



DANIEL HANSON
SGA: CHAD DELEY
\$128,024 NET ALP



JOSEPH SARASIN
SGA: SURACE-SMITH
\$127,711 NET ALP

PLEASE NOTE: Hawaii Six Month Contest Period October 1, 2015 - March 31, 2016. During contest period, SGA categories will remain unchanged from 2015 assignments. Contest results show top people in each qualifying category. For full contest details and minimum production requirements, visit www.allife.com/arc/spotlight.aspx

ANNIVERSARIES

32 Years of Service
Vivian Dwyer, PR
28 Years of Service
Susan Gilbert, PR
27 Years of Service
Scott Remmey, AGT
26 Years of Service
Christopher Cummings, AGT
Paramjit Sangha, AGT
25 Years of Service
Sharon Nigota, AGT
22 Years of Service
Daniel Phares, AGT
21 Years of Service
Darrell Dorey, PR
Maria Esposito, AGT
Patti Morgan, PR
18 Years of Service
Francisco Perez, SGA
16 Years of Service
Becky Cutler, PR
Vance Rountree, GA
15 Years of Service
Mary-Delores Ayarzagoitia, SA
Theodore Pappas, SGA

Douglas Zigby, AGT
14 Years of Service
William Slocum, PR
13 Years of Service
Horace Johnson, MGA
12 Years of Service
Ronald Berube, AGT
11 Years of Service
Katherine Georgiou, AGT
Shiwa Hollingsworth, MGA
Diana McNair, AGT
Troy Plummer, RGA
Scott Rehberg, SGA
Tibor Simon, MGA
10 Years of Service
Todd Engelson, RGA
Beth Farm, PR
Steve Orcherton, PR
Raymond Risucci, SGA
Jennifer Wehrle, RGA
9 Years of Service
Robert Drake, GA
Jeremy Engrav, GA
Albert Lau, MGA
Jackie Lowe, PR

Benton Tong, AGT
Gevorg Yanukyan, MGA
8 Years of Service
Raymond Angeles, AGT
Daniel Hanson, AGT
Mike Hudnall, GA
Bernardo Lopez, AGT
Fritznel Octave, MGA
Adelfa Parinas, AGT
Daniel Umbertone, SGA
7 Years of Service
Odilia Goulart, AGT
Lydia Lozano, AGT
Dawn Selden, AGT
6 Years of Service
Souleymane Bah, SGA
Paavo Cymanow, AGT
Dwayne Hargrove, AGT
Lucan Schmidt, SA
Lawerence Smith, AGT
Christopher Weglarz, AGT
5 Years of Service
Keith Booker, SA
Aldina DaRosa, AGT
Sokol Fazliu, MGA

James Franklin, MGA
Kehinda Pryor, AGT
David Watkins, AGT
Ryan Wilson, RGA
4 Years of Service
Shorne Brown, MGA
Britton Costa, MGA
Aaron Friedlander, MGA
Alan Grage, AGT
Megan Herickhoff, AGT
Mark Hileman, MGA
Mir Khan, AGT
Tyler McKnight, RGA
Jermaine Moore, PR
Chas Robinson, PR
Joseph Sarasin, AGT
3 Years of Service
Corina Araujo, SA
Jonathan Boyd, GA
Timothy Buckner, MGA
Charles Fimeno, SA
Donald Gregoire, GA
Branden Griffin, SA
Francis Inguilli, GA
Jennifer Jantzen, RGA

Lisa Jones, AGT
Daniel LaFontaine, SA
Luao Leota, SA
Mildred Machuca, GA
John McDougald, GA
Scott Montgomery, GA
Mike Paragiou, SA
Jamell Ramsay, AGT
Noah Shahin, AGT
Nadine Smith-Johnson, SA
Jimmy Tchen, MGA
Inderjit Toor, GA
Steven Trattar, AGT
Michael Williams Jr, MGA
2 Years of Service
Victor Agurto, GA
Christopher Akins, MGA
Muzit Berhe, GA
Dana Black, SA
Adam Boggs, MGA
Gregory Bonnes, AGT
Brendan Bradfield, GA
Marzuwoa Brown, AGT
Michael Buckelew, GA
Lee Chacon, AGT

Rubin Chaimov, SA
Judy Dawson, GA
Sarita Dhaubadel, AGT
Andrew Dorf, GA
Karen Fleming, AGT
Bradley Fordyce, MGA
Samuel Geissinger, MGA
Menno Glick, MGA
Cathleen Hairston, AGT
Bret Hamlin, SA
Dustin Holtz, AGT
Rayleen Kama, GA
Joseph Kanaan, RGA
John Kreidler, GA
Julian McClain, SA
James Merriman, AGT
Vinecia Moore, MGA
Lakeita Opre, GA
Christopher Pabon, SA
Kashief Perkins, SA
Joshua Randolph, AGT
April Sanchez, SA
Lucas Stokes, SA
Shelley Sugggett, GA
Emily Sutton, AGT

Afsaneh Tehrani Zadeh, AGT
Kurt Theis, AGT
Paul Zuzick, AGT
1 Year of Service
Alain Abaya, AGT
Akram Abdullah, GA
John Adams, SA
Mahdi Adreshy, AGT
Nicholas Ailport, SA
Timothy Alden, GA
Marmin Alea, SA
Nicholas Alvaro, AGT
Mark Auvil, AGT
Jacquelyn Bahr, AGT
Natalie Ball, SA
Ahlem Bejaoui, AGT
Robert Bilder, SA
Drivus Boyd, GA
Jennifer Bright, AGT
Kamilah Brock, SA
Angelita Cabanero, AGT
Corey Clayton, SA
Joseph Corwin, AGT
Susan Cousineau, AGT
Paolo Dandrea, SA

Quewandra Daniel, GA
Michael Davis, SA
Judith Dawkins, AGT
Celeste Dongell, AGT
Michelle Eudy, SA
Emmanuel Fedna, SA
Kathryn Fell, AGT
Sean Gillespie, SA
Phillippe Godin, MGA
Robin Gonzalez, SA
Courtney Haas, GA
Steven Halm, SA
John Hargett, AGT
Cole Hatfield, AGT
Sela Havea, AGT
Kayla Hill, AGT
Cody Hutchinson, SA
Steve Jensen, SA
Veasna Keo, GA
Jay King, GA
Vitaly Klimovich, AGT
Logan Klink, GA
Octavia Kong, AGT
MacNeal Lashley, GA
Wesley Lewis, AGT

Alfonzo McClinton, AGT
Alan Mckenzie, AGT
Pauline Morgan, AGT
Elizabeth Morino, AGT
William Nesseth, SA
Stephen Norman, AGT
John Perry, SA
Belinda Quintana, AGT
Miranda Ramirez, SA
Samuel Robertson, SA
Matthew Roughton, GA
Jennifer Russell, AGT
Carlene Samecken, AGT
Alysia Santos, AGT
Samantha Schmunck, AGT
Jordan Seguin, SA
Thomas Shaw, AGT
Matthew Simon, SA
Bennett Smith, AGT
Michael Smith, AGT
Franklin Snyder, SA
Pamela Spencer, AGT
Emalata Taukolo, AGT
Tad Teeters, SA
James Ternes, AGT

Sierra Thomison, AGT
Kentia Tucker, AGT
Julie Warwick, MGA
Ryan Weiss, AGT
Christine Wood, AGT

PROMOTIONS

State General Agent
Cameron Cimino
Christopher Rodriguez
Regional General Agent
Heath Bailey
Dustin Dunbar
Mia Mitchell
London Nelson
Master General Agent
Jamie Allen
Joel Braggs
Daniel Clemons
Mamdamba Faal
Taurean Flournoy
Nicki Griffiths
Aaron Haynes
Jeremy Jackson
Mark Kukielski
Michael LaFreniere
Cole Maisonneuve
Andrea Pforter
James Shouse
Mollie Uphoff
Julie Warwick

60% General Agent
Clayton Bonner
LaKatta Carey
James Frese
Jonathan Frigola
Curtis Henderson
Brian Jerome
Christina LaPlant
Henry McCormick
Amanda South
57.5% General Agent
Timothy Alden
Makena Alexander
Ekaterina Andreeva
Connie Castagno
Ranjana Chopra
Major Clary
Bilal Farsakh
Melanie Gonzalez
Jason Green
Andrew Hynan
Jay King
Michael Laperche
MacNeal Lashley

Jared Lewis
Jennifer Martin
Anne Melville
Karen Mosley
Michael Nicolaidis
Tereesha O'Neal
LaMorris Reynolds
Frank Rodriguez
Brandon Ruis
Ashley Rust
55% Supervising Agent
Rachel Adams
Aaron Anderson
Trevor Baynes
Trina Best
Maureen Bobilya
John Catalano
Rachel Elfenbein
Aaron Esquivel
Melissa Foy
Fred Greenawalt
Chavis Holmes
Chirotam Ilokuwu
Ronald Jones

Penelope King
Nicole Kunis
Anastasia Martens
Rebekka McCoy
Philip Morgenthaler
Alivie Rodgers
Cameron J Stanley
Lucas Stokes
Jacob Vargas
Lindsay Walker
Ashlie White
Rochelle Whittle
Georjeta Yeargean
52.5% Supervising Agent
Michael Abney
Marmin Alea
Mekonnen Anebo
Joseph Ardoin
Warren Ballard
Roy Bartell
Sarah Batnag
Donald Bennett
Mark Bishop
Luckey Boston

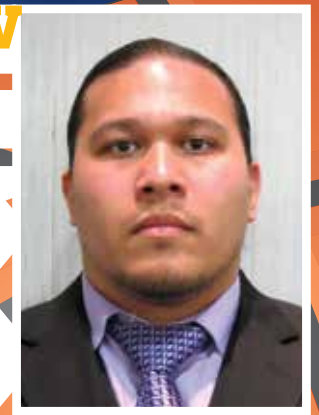
Rhonda Boucher
Jennifer Brady
Elaine Brooks
Kristen Brown
Brooklyn Burrell
Erica Campbell
Paul Campbell
Peter Cappuccio
Julie Carr
Evelin Castro-Sharif
David Chen
Eric Clark
Jennifer Class-Rodriguez
Katrina Collier
Brittany Crook
Dakota Crump
Sean Cumiskey
Lacey Davies
Michelle Delagrange
Morgan Dennis
Sean Douglas
Kandy Downs-Little
Christopher Edmunds
Badr Elkousy

Melissa Eyerly
Jack Fleming
Sheila Fowler
Tina Franklin
Shawn Fuchs
Taylor Glielmi
Heather Gonzalez
Christopher Griffin
Julie Hall
Megan Hall
Jasmine Hamlor
Scott Hannon
Karima Hartani
Courtney Hayes
Katrina Hitchcock
Zollette Hooks
Skyler Hornung
Ryan Hume
Casey Jarratt
Amir Kashfolayat
James Knight
Connor Kuckelman
Nicklaus Lacy
Timothy Lade
Mark Lahijani

Karen Lamey
James Laster
David Lawrence
Rebecca LeBlanc
Pedro Lemos
Christopher Lenahan
Valerie Lewis
Amona Mavaega
Raymond Mazzella
Marcia McDuffie
Aaron McEntire
Ashleigh Meador
Heidi Mireles
Beverly Mix
Phillip Munsey
Sydney Normand
Anthony Norris
Michael Novosel
Brenton Patterson
Mercedes Phillips
Jessica Plants
Teresa Plastina
Lucero Quintero
Ronriquez Ragland

Tyler Ray
Bryant Rayford
Darrik Robbins
Guy Roberts
Andrew Rose
Alvin Rucks
Debra Sandstrom
Milan Sharma
Todd Shelby
Destin Snider
Jaclyn Soto
Kimberly Starks
Christopher Stevens
Edward Stockwell
Jesus Tolentino
Trevor Tollefson
Katie Tu
Wesley Vanwinkle
Vanessa Ventura-Sandoval
Orey Yates
George Young
Jeremy Young

NEW
AGENTS



Christopher Rodriguez
DC, MD
March 28

Chris's fiancée recruited him to the Williams-Zophin Agency in 2012. He moved to Georgia with Kyle Johnson's Agency in 2013. Chris says his greatest asset is, "No one will ever outwork me. I have a level of personal pride that makes me willing to do what others aren't willing to do." He offers this word of advice: "Don't let anybody ever tell you that you can't do something. With AIL, anything is possible." Chris lives in Baltimore, Maryland and will be joined by fiancée Khelly and daughter Angelika this summer.

OVERCOMING FEAR OF PERSONAL & PROFESSIONAL GROWTH

Update

Closer
to the Heart



Martin Groves

Vice President of
Field Operations

AN ARTICLE CAUGHT MY ATTENTION last week and it had some great parallels to be applied to leadership development and the challenges that we have as leaders.

Lobsters are part of a large family of crustaceans. Like most arthropods, lobsters must molt to grow, which leaves them vulnerable. As part of this growing process, at various times in their life, they must molt their shell. It must form a new shell and then get rid of its old shell. Obviously, during this process, the lobster is vulnerable to other predators, but the new shell gives them some temporary protection. However, they know in order to grow they must get over their fear of being vulnerable and continue to shed the old shell.

SO HOW DOES THIS RELATE TO LEADERSHIP DEVELOPMENT?

This week, we had over 100 new SAs and newly-promoted GAs attend the first Leadership Academy in their career. I am confident many of the attendees were cautiously excited but also apprehensive of the challenges ahead of them. I remember the first time I went from a producer to a manager and did not know at the time if I could do what was needed to get to the next level. I had to cope with the fear of vulnerability, get out of my comfort zone and GO FOR IT! This is the only way we can grow

as leaders. It also goes for many walks of life where we need to improve and grow physically, mentally, financially, or any other situation that needs to be conquered. You must be uncomfortable first to grow to the next level.

You have to do the hard things. The things that no one else is doing. The things that scare you. The things that make you wonder how much longer you can hold on. Those are the things that define you. Those are the things that make the difference between living a life of mediocrity or outrageous success. The hard things are the easiest things to avoid, like they don't apply to you. The simple truth about how ordinary people accomplish outrageous feats of success is that they do the hard things that smarter, wealthier, more qualified people don't have the courage — or desperation — to do.

HERE IS A WONDERFUL QUOTE FROM JOEL OSTEN:

You have to come to your closed doors before you get to your open doors... What if you knew you had to go through 32 closed doors before you got to your open door? Well, then you'd come to closed door number eight and you'd think, 'Great, I got another one out of the way'... Keep moving forward. You're learning from them and you're one step closer to the open door.

TO OPEN THE DOORS YOU WILL HAVE TO:

- Make the call you're afraid to make.
- Get up earlier than you want to get up.
- Give more than you get in return as soon as you can.
- Care more about others than they care about you.
- Lead when no one else is following you yet.

- Deliver results when making excuses is an option.
- Run faster even though you're totally out of breath.
- Be kind to people who are cruel to you.
- Meet deadlines that are unreasonable and deliver results that are unparalleled.
- Be accountable for your actions even when things go wrong.

We sometimes overthink the changes to be made in progression, but great leaders instinctively know when to make a move or when to make a change. Make the first step; it's normally the hardest. My question to you would be, what decisions are you putting off because of fear?

I want to share a powerful extract of a post by one of AIL's top SGAs and 2016 Executive Council member, Simon Arias, which highlights his own feelings on overcoming challenges:

If you're human you are imperfect. I was in and out of juvenile, sold dope, went through friends being murdered, had friends who were killers, seen abuse, was violent, on and on... basically I could never run for office. And many people have it worse. So why am I posting this? To help some understand that through struggle you can be used when you make it out for a greater purpose. The only way to connect with people in the struggle is if you have struggled so you can relate. If you're struggling, celebrate it and pray God uses it as strength for you and you can eventually overcome and help others.

Do the hard things. Vulnerability and fear are parts of growth. You might be surprised at how amazing you really are. 🙌

SGAs Help Children in Crisis

AIL-NILICO SGAs, in Destin for their spring meeting, donated more than \$28,500 to Children in Crisis (CIC) as part of our Closer to the Heart program of charitable giving.

AIL-NILICO CEO Roger Smith presented the donations to Ken Hair, President and CEO of Children in Crisis. "Children are our future. We owe it to them and to ourselves to help them have the most stable, nurturing home lives possible. We are proud to support Children in Crisis in their work to give these kids the chance they deserve in The Children's Neighborhood," said Smith.

About 40 meeting attendees also volunteered their time at CIC's Children's Neighborhood in Fort Walton Beach.

They helped clean and organize the foster homes, doing chores which the house parents may not always have the time to perform.

Children in Crisis is a non-profit which provides homes for abused, neglected and abandoned children, always striving to keep siblings together whenever possible. The Children's Neighborhood provides an emergency shelter for young children and family foster homes that augment the shortage of foster homes available in the community. It costs almost \$10,000 each month to feed The Children's Neighborhood. American Income's donations will help stock the Neighborhood's pantry.



BEING GOOD PARTNERS IS THE HEART OF WHAT WE DO



Susan Fuldauer
Vice President of
Public Relations Field Operations

THE DEFINITION OF 'PARTNER' IS: A person who shares or is associated with another in some action or endeavor; a sharer; associate, a player on the same side or team as another. A good partner is able to anticipate the needs of the other person/people he or she is partnering with.

Business is about relationships and we are a partnership-based company. Our success has been based on many partnerships. We create the balance between credibility and reliability. When we deliver on our promises to our partners through sharing who we are, we relate to the working class. We relate because we carry the core values and heart of who we are into every group and home we enter.

One of my favorite things is when I get asked to speak at LA 101 and LA 301. When I come to the front of the meeting room, all I see are the future leaders of this company and the legacy they will inherit and continue to

grow. In those leaders, I see agency partners for the PR team. These leaders and future leaders complete the PR process with our other partners — the groups we have the privilege to work with, the members of those groups and the families of those members.

Storytelling is vitally important to our success both in PR and with the sales force. Our company has a great story to tell of our long history in partnership with working families and in the communities where we live and work. From the one can of food collected in each home we visit, to the donations through Closer to the Heart, to the public policies we support that help working families, to the ever-so-important claims that get delivered, we are in partnerships.

Recently, we've had the opportunity to be good partners with Verizon workers out on strike, we've stood shoulder-to-shoulder fighting for a raise in the minimum wage, and we've supported locked out Steel Workers in our communities. We've talked the talk, walked the walk and brought credibility to our storytelling through our actions both on the picket line and in the homes of working families. From the local grassroots level up through our national and international connections, our partnerships are invaluable. They create who we are as a company and provide opportunity for us as individuals.

Our partnerships, both internally and externally, are in harmony and well-aligned when we work as a team, rather than individuals, as we move toward the same goals.

"WE RELATE BECAUSE WE CARRY THE CORE VALUES AND HEART OF WHO WE ARE..."

This is how we create maximum impact for the partners whose lives we touch and the ripples that extend beyond that initial contact. 📍



“ You are not here merely to **MAKE A LIVING.** You are here in order to **ENABLE THE WORLD** to live more amply, with **GREATER VISION,** with a finer spirit of **HOPE** and **ACHIEVEMENT.**”
- WOODROW WILSON

**LEADERSHIP 101:
APRIL 11-13**

The McKinney Conference Center was the scene for 110 aspiring leaders as they began their journey on the management track at AIL-NILICO in mid-April. In addition to presentations by the Home Office management team, attendees also heard from Executive Council member Durhon Oldham, SGA Phil Prata and RGA Tommy Vena (Arias Agencies).

IF YOU ARE READY TO STEP INTO A LEADERSHIP ROLE, TALK TO YOUR MANAGER OR SGA ABOUT QUALIFICATIONS FOR LEADERSHIP ACADEMY AND MARK YOUR CALENDAR FOR THESE UPCOMING SESSIONS:

LEADERSHIP 101:
Fundamentals of Agency Building
July 11-13 | September 19-21

LEADERSHIP 201:
Building for Ownership
May 10-11 | August 16-17

LEADERSHIP 301:
Strategic Agency Leadership Training (Top Gun)
October 11-12



PERSONAL RECRUITING

Unleash Your Career!

Personal Recruiting provides opportunity for all **Agents** to earn an **additional monthly income stream** above and beyond regular recruiting efforts performed by Managing Agents!

MARCH TOP PERSONAL RECRUITING AGENTS

By Incentive Structure Payout¹

March Total Payout: **\$248,358**

March Total Qualifiers: **645**



Joshua Dishong
\$7,612
Zachary Hart



Aaron Chen
\$2,258
Altig-Orlovic



Kade Beck
\$1,969
Joseph Diecedue



Viyarath Vongprachanh
\$1,899
Simon Arias



Jeramey Pitman
\$1,880
Richard Correa

NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL
Joshua Dishong	\$7,612	Svyatoslav Stefanyshyn	\$955	Prince Harris	\$731	Monica Brown	\$605	Michael Batdorf	\$546
Aaron Chen	2,258	Frank Rodriguez	937	Waleah Salah	719	Danielle Bryant	598	Tiffani Tavormina	546
Kade Beck	1,969	Jonathan Frigola	937	Mark Dushaj	715	Joseph Corwin	597	Ernest Patterson	546
Viyarath Vongprachanh	1,899	Christopher Tricarico	914	Alberto Alcala	713	Emmanuel Fedna	597	Ashley Rust	543
Jeramey Pitman	1,880	Jordan Parham	912	Andrew Wagner	706	Gordon Biggums	597	Jazmen Jenkins	542
Ranseley Vazquez	1,872	Derek Foore	906	April Rivera	704	Michael Denton	597	Edill Cobos	542
Andre McCallum	1,827	Kevin Holtz	898	Robert Kanaan	696	Eugene Garcia	593	Carlin Kaufman	537
John Conard	1,822	Gregory Graham	894	Thomas Vena	688	Carol Allen	593	Jordan Reinhold	535
Marc Salvaggi	1,650	Michelle Martinez Aviles	891	James Sherwood	681	Hector Mendez	591	Omar Billy	534
Muhammed Ashraf	1,567	Grant Myers	885	Sean Walsh	674	Patrick Rieger	588	Avi Kauderer	533
Stephanie Kell	1,554	Matthew Conrad	881	Benitez Rivera	673	Christina Jauch	587	Ashley Wenning	524
Matthew Parks	1,516	Thomas Longino	876	Omar Torres	669	Gabriela Cardoza	587	Robin Wissmann	524
Natalia Tatkowska	1,484	Joshua Rauser	875	Natalie Hart	666	Reynolds Akuamoa	586	Aaron McLean	521
Hoang Nguyen	1,431	Johnny Ly	858	Skyler Hornung	663	Major Clary	582	Jordan Arcuri	520
Mercedes Phillips	1,396	Andre Bent	853	Christopher Gray	658	Bilal Farsakh	581	Joseph Sheffield	517
Andy Sertler	1,356	Travis Stucki	844	Chelsey Holley	653	Olicia Wehrle	579	Christopher Banks	516
Kassandra Perez	1,312	Britton Costa	837	Andres Liranzo	652	Tiffany Zayed	578	Amanda Peterson	513
Geddes Robinson	1,299	Johana Fartouh	826	Preston Smith	651	Mamdamba Faal	576	Ariel Demesa	510
Jason Bratin	1,253	Dawid Liniewski	822	Nicole Haight	643	Jakob Rios	571	Carroll Boro	509
Marian Sertler	1,244	Jameetri Washington	815	Duane Shaw	642	Raul Jacobs	568	Marie Campbell	509
Dillon Goldman	1,177	Max Nozek	807	Bill Myatt	640	Danielle Smith	567	John McDougald	506
Christopher Shillings	1,173	Ernest Powell	806	Taylor Hodge	638	Jennifer Young	566	Marcus Piccirilli	506
Martyna Duda-Pasieka	1,160	Lawerence Smith	781	Elena Tolstikova	637	Amber Bolton	565	Joy Vann-Austin	504
Rasaki Are	1,104	Jordon Barron	779	Derren Chapman	637	Demetrius Lucas	562	Bryant Rayford	503
Dakota Crump	1,093	James Snipes	771	Peter Davis	635	Myles Coston	562	Elaine Brooks	500
Wanda Lloyd-Daniels	1,080	Tyler McKnight	760	Shai Mate	629	Alfred Uipa	560	Erica Campbell	500
Mia Mitchell	1,041	Reesa David	759	Michael Dessecker	628	Michael Steimle	557	Erniece Campbell	500
Michael Cirelli	1,035	Mark Dombrowski	753	John Turner	623	Liana Woodard	555	Malin Melin	500
Michael Russin	1,018	Clayton Bonner	751	Maxene Etienne	612	Tiara Willis	551	Todd Shelby	500
Orby Kelley	1,008	Derek Pratt	750	Heather Bubadias	607	Ho Tran	551		
Matthew Pengtakoon	991	Joshua Flanagan	745	Daniel Mayer	606	Taylor Brookins	550		
Michael Jones	980	Jason Williams	744	Dwayne Gomez	606	Jonathan Kinnard	547		

MARCH TOP PERSONAL RECRUITING AGENTS

By Number of Personal Recruits²

Total Personal Recruiting Agents: **282**

Total Personal Recruits: **334**



Ransey Vazquez
5 Recruits
Bob Olson



Muhammed Ashraf
4 Recruits
Theodore Pappas



Natalia Tatkowska
4 Recruits
Sabrina Lloyd



Andy Sertler
4 Recruits
Sabrina Lloyd



Marian Sertler
4 Recruits
Sabrina Lloyd

NAME	RECRUITS	NAME	RECRUITS	NAME	RECRUITS	NAME	RECRUITS	NAME	RECRUITS
Ransey Vazquez	5	Grant Myers	3	Emily Brunner	2	Wanda Lloyd-Daniels	2	Jeramey Pitman	2
Muhammed Ashraf	4	Johana Fartouh	3	Dakota Crump	2	Rochelle Lugo	2	Ernest Powell	2
Natalia Tatkowska	4	Scott Davison	3	Reesa David	2	Andre McCallum	2	Michael Russin	2
Andy Sertler	4	Erica Fitzsimmons	3	Mark Dushaj	2	Bill Myatt	2	Ashley Rust	2
Marian Sertler	4	Reynolds Akuamoa	2	Jonathan Frigola	2	Hoang Nguyen	2	Waleah Salah	2
Raul Jacobs	4	Kyle Alden	2	Brian Fuller	2	Laurekins Pardovani	2	Christopher Shillings	2
Jordan Parham	3	Monica Brown	2	Orby Kelley	2	Matthew Parks	2		

¹ Top Personal Recruiting Agents listed earned at least \$500
² Top Personal Recruiting Agents listed have at least 2 Personal Recruits
 ● Spotlight will picture the top 5 Personal Recruiting Agents based on number of Personal Recruits. In case of a tie, top Personal Recruiting Agents will be determined by total Incentive Structure Payout as long as minimum Retention/Net to Gross standards are met.

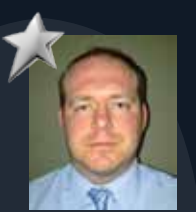
LEAGUE OF CHAMPIONS

MEMBERS

— By Number of Eligible Personal Recruits



Andy Sertler
Gold
17 Recruits
Sabrina Lloyd



Marian Sertler
Silver
11 Recruits
Sabrina Lloyd



Ernest Powell
Silver
11 Recruits
Michael Vasu



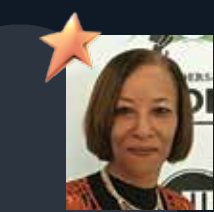
Clayton Bonner
Bronze
5 Recruits
Jeremy Welch



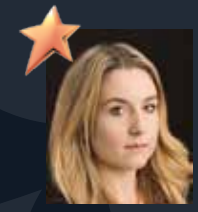
Myaa Fallon
Bronze
5 Recruits
Sabrina Lloyd



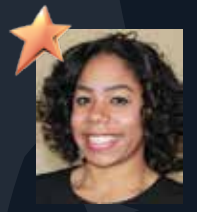
Jeramey Pitman
Bronze
5 Recruits
Richard Correa



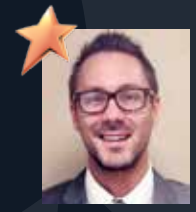
Marie Campbell
Bronze
5 Recruits
Robert Olson



Natalia Tatkowska
Bronze
5 Recruits
Sabrina Lloyd



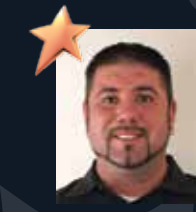
Mia Mitchell
Bronze
5 Recruits
Altig-Orlovic



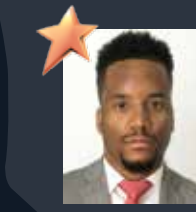
John Conard
Bronze
5 Recruits
Simon Arias



Viyarath Vongprachanh
Bronze
5 Recruits
Simon Arias



Matthew Hilton
Bronze
5 Recruits
Zachary Hart



Troy Williams
Bronze
5 Recruits
Souleymane Bah

YTD TOP PERSONAL RECRUITING AGENTS

By Number of Personal Recruits³

YTD Total Personal Recruiting Agents: **628**

Total Personal Recruits: **846**

NAME	RECRUITS	NAME	RECRUITS	NAME	RECRUITS	NAME	RECRUITS	NAME	RECRUITS
Ransey Vazquez	13	Jonathan Frigola	5	Travis Stucki	4	Mack Doby	4	Marian Sertler	4
Andy Sertler	8	Geddes Robinson	5	Jennie Overbey	4	Muhammed Ashraf	4	Grant Myers	4
Jeramey Pitman	6	Natalia Tatkowska	5	Kassandra Perez	4	Duane Shaw	4	Raul Jacobs	4
Kade Beck	5	Joshua Dishong	4	Waleah Salah	4	Monica Brown	4		

³ A Personal Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP

NEW ASSOCIATES

PER MANAGER



SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Patrycja Grudzinska	8	Sabrina Lloyd	John Jefferson	3	Richard Correa	Vincent Campana	2	Simon Arias	Fran Kolos	2	Giglione-Ackerman
Krystian Drozd	7	Sabrina Lloyd	LaTasha Boyd	3	James Cunningham	John Keslar	2	Simon Arias	Karen Mosley	2	Giglione-Ackerman
Meghan Harris	7	Sabrina Lloyd	Marysa Maggio	3	Laura Fisher	Lucan Schmidt	2	Simon Arias	Robert Nolan	2	Zachary Hart
Cristian Mata Penagos	5	Sabrina Lloyd	Edward Nguyen	3	Mathew Hart	Sawyer Skaggs	2	Simon Arias	Kethler Claimon	2	Matt Henderson
Omar Torres	5	Sabrina Lloyd	Azar Afnan	3	Zachary Hart	Jamie Winters	2	Simon Arias	Johnny Ramos	2	Matt Henderson
Kendall Wilson	5	Sabrina Lloyd	Kyle Alden	3	Stephen Jubrey	Barkley Collinson	2	Richard Correa	Benitez Rivera	2	Chris Hernandez
David Peebles	4	Zachary Hart	Jasmin Gallaga	3	Sabrina Lloyd	Garrett Shelton	2	Richard Correa	Myaa Fallon	2	Sabrina Lloyd
Edill Cobos	4	Sabrina Lloyd	Natalia Tatkowska	3	Sabrina Lloyd	Akasha Trujillo	2	Richard Correa	Jeremy Schroeder	2	Sabrina Lloyd
Kristen Brown	4	Michael Vasu	Christina McGregor	3	Corey Neff	Samantha Erbe	2	Laura Fisher	Skylar Hornung	2	Travis Moody
Kaisee Cogswell	3	Altig-Orlovic	Richard Tabanji	3	Surace-Smith	Amanda Krywy	2	Laura Fisher	Marie Campbell	2	Bob Olson
Kayla Comer	3	Altig-Orlovic	Brian Murray	2	Altig-Orlovic	Marc Kurzberg	2	Laura Fisher	Dakota Crump	2	Raymond Risucci
Alexandra Berberich	3	Simon Arias	Robin Thomas	2	Altig-Orlovic	Alejandro Pineda	2	Laura Fisher			
Viyarath Vongpradhanh	3	Simon Arias	Kaleiokamaile Viena	2	Altig-Orlovic	Cameron Stanley	2	Laura Fisher			
Tabitha Witherell	3	Simon Arias	James Wells	2	Altig-Orlovic	Colin Bryant	2	Ryan Giddens			

GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Steven Rios	11	Sabrina Lloyd	Dane Harnack	3	Richard Correa	Ariana Jones	2	Simon Arias	Kyle Lewicki	2	Mathew Hart
Andre McCallum	8	Zachary Hart	Amanda Hogan	3	Richard Correa	Aaron Parks	2	Simon Arias	Aaron Dupras	2	Zachary Hart
Martyna Duda-Pasiaka	8	Sabrina Lloyd	Alma Lozano	3	Richard Correa	Michael Russin	2	Simon Arias	Micah Focken	2	Zachary Hart
Jason Lee	8	Sabrina Lloyd	Craig Deeken	3	James Cunningham	Beaux Southern	2	Arias-Cimino	Shannon Longcore	2	Zachary Hart
Brandon Edens	7	Simon Arias	Jessica Napiza	3	Don Foti	Carlos Frazier	2	Slav Bitman	Gregory Graham	2	David Hausman
Michael Russo	7	Laura Fisher	Lesina Ah Sue	3	Steve Friedlander	Lalitha Janardhanan	2	Slav Bitman	Mary-Delores Ayarzagaitia	2	Matt Henderson
Nathan Hunt	6	Richard Correa	Patricia Cicerale	3	Giglione-Ackerman	Arlene Robichaux	2	Dorian Brown	Arthur McIntyre	2	Matt Henderson
DeAnthony Hartman	6	Zachary Hart	Ryan Orloski	3	Giglione-Ackerman	Joseph Quintons	2	Samantha Chui	Vincent Meyer	2	Chris Hernandez
Jeffrey Gilliana	6	Sabrina Lloyd	Timothy Watson	3	Mathew Hart	Karla Stewart	2	Eric Cochran	Brandon Mogel	2	Chris Hernandez
Eric Thompson	6	Surace-Smith	Michael Stuver	3	Zachary Hart	Armando Aiello	2	Cohen-Cohen	Corey Moore	2	Chris Hernandez
Kimberle Spooner	5	Richard Correa	Michael Coulthard	3	Chris Hernandez	Delmy Diaz-Cervantes	2	Cohen-Cohen	Joel Braggs	2	Kyle Johnson
Kelvin Fernandez	5	Laura Fisher	Kascey Williamson	3	Chris Hernandez	Michael Laperche	2	Cohen-Cohen	Sierra Healy	2	Dorian Oldham
Steve Bryant	5	Ryan Giddens	Duane Shaw	3	Sabrina Lloyd	Joshua Goodman	2	Richard Correa	Kyle Schimizzi	2	Durhon Oldham
Ashley Wenning	5	Surace-Smith	Shane McGregor	3	Corey Neff	James Harding	2	Richard Correa	Richard Pazak	2	Bob Olson
Christopher Clark	4	Altig-Orlovic	Pamela Randle	3	Bob Olson	Amanda South	2	Nigel Crowe	Susan Scott	2	Bob Olson
Travis Stucki	4	Altig-Orlovic	Rebyka Watson	3	Bob Olson	Wanda Williams	2	Nigel Crowe	Frank Cordaro	2	Theodore Pappas
Alix Albright	4	Simon Arias	Calvin Irving	3	Theodore Pappas	Kathryn Chaisson	2	Joseph Diecedue	Donte Grant	2	Theodore Pappas
Matthew Cessna	4	Simon Arias	Christopher Murray	3	Theodore Pappas	Deserick Davenport	2	Joseph Diecedue	Andrew Chambers	2	Philip Prata
Tyler Worstell	4	Simon Arias	George Taramas	3	Theodore Pappas	Melissa Quintal	2	Joseph Diecedue	Sean Hansen	2	Philip Prata
Jeramey Pitman	4	Richard Correa	Bryant Logan	3	Philip Prata	Travis White	2	Joseph Diecedue	Robert Novotne	2	Tiffany Roland
Shawn Lewicki	4	Mathew Hart	Geddes Robinson	3	Raymond Risucci	Laura Frew	2	Laura Fisher	Holly Lacey	2	Imran Satti
Asiguy Haugabook	4	Kyle Johnson	Robert Drake	3	Surace-Smith	Roberto Navarro	2	Don Foti	Peter Gabranski	2	Albert Serur
Elias Boles	4	Durhon Oldham	Bryan Juskiw	3	Surace-Smith	Ruben Santillana	2	Steve Friedlander	Jeffrey Hall	2	Albert Serur
Shalom Chaimov	4	Theodore Pappas	Orby Kelley	3	Surace-Smith	Omar Fernandez	2	Cindy Furer	Brent Bowling	2	Surace-Smith
Christopher Bennett	3	Altig-Orlovic	Gerrit Stephens	3	Jamison Weatherspoon	Meghan Modrak	2	Cindy Furer	Thomas Lypps	2	Brian Traboulay
Timothy Bugge	3	Simon Arias	Jordon Barron	3	Jeremy Welch	Jonathan Black	2	Giglione-Ackerman	Renada Bogan	2	Daniel Umbertone
Jenna Gula	3	Simon Arias	Glenn Arakawa	2	Altig-Orlovic	Johnny Ly	2	Giglione-Ackerman	Omar Billy	2	Jamison Weatherspoon
Christina Jauch	3	Simon Arias	Rayleen Kama	2	Altig-Orlovic	Glenn Martin	2	Giglione-Ackerman	Clayton Bonner	2	Jeremy Welch
Christopher Shuman	3	Simon Arias	Man Tak Tong	2	Altig-Orlovic	John McDougald	2	Giglione-Ackerman	Jocelyn Bolito	2	Williams-Zophin
Christian West	3	Simon Arias	Erica Fitzsimmons	2	Simon Arias	Karen Mosley	2	Giglione-Ackerman			
Bernard Ballou	3	Slav Bitman	Liam Flaherty	2	Simon Arias	Frank Rodriguez	2	Giglione-Ackerman			
Raul Rojas	3	Jose Carvajal	Francis Ingulli	2	Simon Arias	Dominic Telymonde	2	Giglione-Ackerman			

MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Marian Sertler	26	Sabrina Lloyd	Syed Quadri	5	Theodore Pappas	Michael Denton	4	Raymond Risucci	Ryan Fickert	3	Zachary Hart
Zach Otto	21	Sabrina Lloyd	Bobby Szwaja	5	Theodore Pappas	Patrick Bendure	4	Surace-Smith	Kerlens LaRose	3	Matt Henderson
Joshua Krueger	13	Richard Correa	Daniel Hartwig	5	Surace-Smith	Erez Shabtay	4	Michael Vasu	Beau Locker	3	Matt Henderson
Chelsie Otto	10	Sabrina Lloyd	Jonathan Emura	4	Altig-Orlovic	Aaron Ralston	4	Jeremy Welch	Brandon MacDonald	3	Matt Henderson
Matthew Turnquist	8	Richard Correa	Justin Adams	4	Simon Arias	Julianne Scavo	3	Erin Allen	Rita Haidinger	3	Chris Hernandez
Joshua Dishong	8	Zachary Hart	Michael Clemente	4	Simon Arias	Jason Cox	3	Altig-Orlovic	Bradley Kampmeier	3	Chris Hernandez
Andy Sertler	8	Sabrina Lloyd	Britton Costa	4	Simon Arias	Peter Davis	3	Altig-Orlovic	Christopher Rodriguez	3	Kyle Johnson
Matthew Diulus	7	Simon Arias	Jesse Rennich	4	Simon Arias	Christopher Hintz	3	Altig-Orlovic	Andre Bent	3	Bob Olson
Antonio Reyes	7	Simon Arias	Monica Brown	4	Dorian Brown	Dan Ikei	3	Altig-Orlovic	Natalie Linker	3	Bob Olson
Andrew McQuade	7	Richard Correa	Mark Kukielski	4	Nigel Crowe	Joseph Kleeb	3	Altig-Orlovic	David Wang	3	Bob Olson
Gabriela Sime	7	Laura Fisher	Vinecia Moore	4	James Cunningham	Ryan McIntosh	3	Altig-Orlovic	Reynolds Akuamo	3	Theodore Pappas
Thomas Vena	6	Simon Arias	Duni Olusegun	4	James Cunningham	Jonni Ng	3	Altig-Orlovic	Alon Fischer	3	Theodore Pappas
Stephen Hill	6	Steve Friedlander	Kade Beck	4	Joseph Diecedue	Troy Plummer	3	Altig-Orlovic	Nikolas Moreschi	3	Phillip Prata
Stephen Giddens	6	Ryan Giddens	Richmond Gerrish	4	Laura Fisher	Jamond Veals	3	Altig-Orlovic	Ryan Wilson	3	Phillip Prata
Rodney Ward	6	Zachary Hart	Brian Zuzick	4	Laura Fisher	Sokol Fazliu	3	Simon Arias	Grant Myers	3	Raymond Risucci
Nicholas Moore	6	Durhon Oldham	Michael Gerstein	4	Giglione-Ackerman	Pablo De La Cruz	3	Jose Carvajal	Robert Kanaan	3	Imran Satti
Matthew Parks	6	Surace-Smith	George O'Shea	4	Giglione-Ackerman	Herman Fennell	3	Samantha Chui	Jake Yagjian	3	Albert Serur
Patrick Rieger	5	Altig-Orlovic	Roger Fung	4	Mathew Hart	Deana Plaster	3	Jared Cleckner	London Burnett	3	Surace-Smith
John Conard	5	Simon Arias	Steven King	4	Zachary Hart	Stephen Jeung	3	Cohen-Cohen	David Guzman	3	Surace-Smith
Charles Ferrari	5	Simon Arias	Cara DeFiore	4	Chris Hernandez	John Nieves	3	Richard Correa	Marc Salvaggi	3	Surace-Smith
Patrick Knouse	5	Slav Bitman	London Nelson	4	Kyle Johnson	Allen Watson	3	Nigel Crowe	Robert Park	3	Jamison Weatherspoon
Alberto Alcala	5	Mitch Duplantis	Juan Olvera	4	Stephen Jubrey	Anita Ferris	3	Steve Friedlander	Charley Forshee	3	Jeremy Welch
Christopher Akins	5	Laura Fisher	Tucker Gregor	4	Travis Moody	Sharif Grays	3	Cindy Furer	Michael Musso	3	Williams-Zophin
Doreen Ryan-Foti	5	Don Foti	Jimmy Tchen	4	Corey Neff	Craig Strompf	3	Cindy Furer			
Richard Dyer	5	Mathew Hart	Angel Martinez	4	Dorian Oldham	Magda Figueiredo	3	Giglione-Ackerman			
Christina Meyer	5	Sabrina Lloyd	Levar Morgan	4	Theodore Pappas	Corey Helly	3	Giglione-Ackerman			

RGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Robert Janev	47	Sabrina Lloyd	Matthew Turnquist	24	Richard Correa	Thomas Vena	19	Simon Arias

NEW ASSOCIATE – \$1,200 contract-to-date new agent

THE MINIMUMS FOR RECOGNITION ARE:
SA & GA – at least two new associates during the month
MGA – at least three new associates during the month
RGA – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

**BEST
-MONTH-
EVER**

**\$22.1
MILLION**

MARCH 2016

**BEST
-QUARTER-
EVER**

**\$51.6
MILLION**

1ST QUARTER 2016

**13.9%
GROWTH**

**YEAR
-TO-
DATE**

**16.8%
GROWTH**

**OVER
-MARCH-
2015**

**BEST
-AGENCY-
MONTH EVER**

**\$4M
NET ALP**

ALTIG-ORLOVIC

NCAA CHAMPION



6-0 DURHON OLDHAM

246,932

NIT CHAMPION



6-0 ALBIE SERUR

74,615



RUNNER-UP



ALTIG-ORLOVIC

4TH PLACE



RICHARD CORREA

3RD PLACE



GIGLIONE-ACKERMAN

RUNNER-UP



DUSTIN VENEKAMP

4TH PLACE



TRAVIS MOODY

3RD PLACE



DORIAN BROWN

-FINAL FOUR-



- SPRING - SGA MEETING

APRIL 4-7 - HILTON SANDESTIN - DESTIN, FL



LEGACY AWARD WINNERS



2016 EXECUTIVE COUNCIL



MARCH MADNESS WINNERS





1
NIKOLA SUBOTIC
COQUITLAM, BC



2
MARK DUSHAJ
TROY, MI



3
BRUCE VIAJE
SURREY, BC



4
DARIO MESSINA
TROY, MI



5
MIKE SUKHBAAATAR
JACKSON, MS



6
MASSOUD VAZIRI
VERNON, BC



7
JOACHIM JEAN
BURLINGTON, MA



8
VAN ORTEGA
VANCOUVER, BC



9
TAD TEETERS
CLEVELAND, OH



10
JOEY KENNEDY
HENDERSONVILLE, TN



11
TINA PHONGSAVATH
KIRKLAND, WA



12
DANIEL HANSON
ROSEVILLE, MN



13
DYLAN JOHNSON
TROY, MI



14
ALAN SEDAGHAT
VANCOUVER, BC



15
MAREN CONWAY
BLUE BELL, PA



16
ROGHIE HASSAN LOO
TORONTO, ON



17
THOMAS KING
SPOKANE, WA



18
DANIEL LI
ST PAUL, MN



19
RONALD RIVERA
LOS ANGELES, CA



20
PAUL SMITH
CLEVELAND, OH

ICEBREAKERS



BROOKLYN MIMS
INDIANAPOLIS, IN



KEMBERLY SOUSA
WOBURN, MA



ELLIOTT COBBS
SCHAUMBURG, IL

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

MARCH PRODUCTION

Rank	Net ALP	NTG	RET	MGA	SGA
1	Nikola Subotic	\$56,401	93	Aaron Chen	Altig-Orlovic
2	Mark Dushaj	55,097	92	Joshua Dishong	Zachary Hart
3	Bruce Viaje	51,154		80.2 Bobby Gujral	Altig-Orlovic
4	Dario Messina	46,984	95	Joshua Dishong	Zachary Hart
5	Mike Sukhbaatar	45,391		93.1	Daniel Umbertone
6	Massoud Vaziri	44,861		79.2 Troy Plummer	Altig-Orlovic
7	Joachim Jean	43,625		85.0 Ryan K Hall	Laura Fisher
8	Van Ortega	42,326		83.6 Rafi Nawabi	Altig-Orlovic
9	Tad Teeters	41,550		87.4 Marc Salvaggi	Surace-Smith
10	Joey Kennedy	40,534		82.1 AshLynn Orng	Altig-Orlovic
11	Tina Phongsavath	39,965		83.5 Richard Mansfield	Altig-Orlovic
12	Daniel Hanson	39,484		88.7 Devin Adams	Chad Deley
13	Dylan Johnson	37,375	97	Joshua Dishong	Zachary Hart
14	Alan Sedaghat	37,181		87.4 Bobby Gujral	Altig-Orlovic
15	Maren Conway	34,733		85.3 Marisa Willgruber	David Hausman
16	Roghie Hassan Loo	33,878		81.9 Roghie Hassan Loo	Josh Chalom
17	Thomas King	33,250		85.0 Darrell Asbell	Altig-Orlovic
18	Daniel Li	31,793		75.6 Patrick Stenglein	Altig-Orlovic
19	Ronald Rivera	31,067		87.7	Cohen-Cohen
20	Paul Smith	30,819		85.5 Patrick Bendure	Surace-Smith
21	Muhammed Ashraf	30,147		85.8 Muhammed Ashraf	Theodore Pappas
22	Michael Trinh	29,138		92.4 Ho Tran	Altig-Orlovic
23	Benjamin Ainscough	28,222		80.5 Troy Plummer	Altig-Orlovic
24	Eric LaBossiere	27,775		90.6 Lee Jeffers	Altig-Orlovic
25	Bernie Thompson	27,568	97	Britton Costa	Simon Arias
26	Maryna Semenova	27,459	97	Marian Sertler	Sabrina Lloyd
27	Tevita Tupouniua	26,465		92.1 Ofa Tupouniua	Steve Friedlander
28	Lily Sakai	26,457		93.2	Cohen-Cohen
29	Dustin Dunbar	26,108		94.1 Dustin Dunbar	Dustin Venekamp
30	William Parmeter	25,873		72.3 Hal Herman	Durhon Oldham
31	Anemone Bennett	25,330		71.9 Thomas Vena	Simon Arias
32	Riley Peters	25,098		77.7 Richard Mansfield	Altig-Orlovic
33	Katie Massart	25,095		86.7 John McGrath	Altig-Orlovic
34	Scott Florin	25,015		88.2 Ryan Fickert	Zachary Hart
35	Harvey Quinn	24,697		90.4 Matthew Wolfanger	Durhon Oldham
36	Svyatoslav Stefanyshyn	24,697	87	Marian Sertler	Sabrina Lloyd
37	Mark Lomonaco	24,361		81.5 Richard Mansfield	Altig-Orlovic
38	Peter Davis	24,151		79.0 Darrell Asbell	Altig-Orlovic
39	Elba Vargas	23,964		78.9 Antonio Reyes	Simon Arias
40	Robert Adrahtas	23,842		83.5 Marian Sertler	Sabrina Lloyd
41	Michael van Delft	23,571		90.5 Scott Wheeler	Imran Satti
42	Cynthia Sittig	23,406	95	Andrew Wagner	Durhon Oldham
43	Joseph Sarasin	22,874		71.5 Patrick Bendure	Surace-Smith
44	Robert Ford	22,738		81.9 Ryan Tucker	Altig-Orlovic
45	Brenda Fox	22,665	95	Joshua Dishong	Zachary Hart
46	Bruce Tan	22,440		83.8 Jonathan Emura	Altig-Orlovic
47	Christina Jauch	21,972		86.8 Matthew Diulus	Simon Arias
48	Carlos Arballo	21,749		84.4 Carlos Arballo	Dustin Venekamp
49	Lincoln Dziekonski	21,493		80.0 Lee Jeffers	Altig-Orlovic
50	Nedal Kawash	21,426	90	Marian Sertler	Sabrina Lloyd

ALL TIME RECORD: MARK NEILSON \$159,402 Net ALP

YTD PRODUCTION

Rank	Net ALP	NTG	RET	MGA	SGA
* 1	Mark Dushaj	\$163,015	92	Joshua Dishong	Zachary Hart
* 2	Massoud Vaziri	100,977		79.2 Troy Plummer	Altig-Orlovic
* 3	Daniel Hanson	98,331		88.7 Devin Adams	Chad Deley
* 4	Michael van Delft	97,643		90.5 Scott Wheeler	Imran Satti
* 5	Mike Sukhbaatar	83,083		93.1	Daniel Umbertone
* 6	Alan Sedaghat	76,905		87.4 Bobby Gujral	Altig-Orlovic
* 7	Nikola Subotic	71,375	93	Aaron Chen	Altig-Orlovic
* 8	Lily Sakai	69,951		93.2	Cohen-Cohen
* 9	Bruce Viaje	69,723		80.2 Bobby Gujral	Altig-Orlovic
* 10	Ronald Rivera	64,473		87.7	Cohen-Cohen
11	Bruce Tan	63,539		83.8 Jonathan Emura	Altig-Orlovic
12	George Kamel	62,174		74.2 Patrick Bendure	Surace-Smith
13	Mike Allen	61,306		82.3 Mike Allen	Travis Moody
14	Dustin Dunbar	60,936		94.1 Dustin Dunbar	Dustin Venekamp
15	Joey Kennedy	60,117		82.1 AshLynn Orng	Altig-Orlovic
16	Tina Phongsavath	59,864		83.5 Richard Mansfield	Altig-Orlovic
17	Tevita Tupouniua	59,390		92.1 Ofa Tupouniua	Steve Friedlander
18	Joachim Jean	59,310		85.0 Ryan K Hall	Laura Fisher
19	Roghie Hassan Loo	57,998		81.9 Roghie Hassan Loo	Josh Chalom
20	Matthew Zang	57,397		81.4 Nicholas Walsh	Altig-Orlovic
21	Dario Messina	57,386	95	Joshua Dishong	Zachary Hart
22	Mark Lomonaco	56,211		81.5 Richard Mansfield	Altig-Orlovic
23	Riley Peters	55,922		77.7 Richard Mansfield	Altig-Orlovic
24	Elba Vargas	55,794		78.9 Antonio Reyes	Simon Arias
25	Paul Smith	55,109		85.5 Patrick Bendure	Surace-Smith
26	Ashley Rust	54,541	93	Joy Vann-Austin	James Cunningham
27	Anemone Bennett	54,446		71.9 Thomas Vena	Simon Arias
28	Joseph Sarasin	54,412		71.5 Patrick Bendure	Surace-Smith
29	Tad Teeters	53,151		87.4 Marc Salvaggi	Surace-Smith
30	Max Quasem	53,115		89.6	Cohen-Cohen
31	Van Ortega	52,589		83.6 Rafi Nawabi	Altig-Orlovic
32	Nedal Kawash	52,251	90	Marian Sertler	Sabrina Lloyd
33	Alvin Ali	52,086		76.3 Harold Durana	Don Foti
34	Svyatoslav Stefanyshyn	50,969	87	Marian Sertler	Sabrina Lloyd
35	Daniel Li	50,793		75.6 Patrick Stenglein	Altig-Orlovic
36	Robert Adrahtas	50,778		83.5 Marian Sertler	Sabrina Lloyd
37	Danielle LaBarbera	50,629	87	Magda Figueiredo	Giglione-Ackerman
38	William Parmeter	50,513		72.3 Hal Herman	Durhon Oldham
39	Maren Conway	49,879		85.3 Marisa Willgruber	David Hausman
40	Muhammed Ashraf	49,452		85.8 Muhammed Ashraf	Theodore Pappas
41	Bernie Thompson	48,857	97	Britton Costa	Simon Arias
42	Brett Maurice	47,721		95.5 Christopher Hintz	Altig-Orlovic
43	Ifeanyi Ufodu	46,753		90.7	Allan Jennings
44	Tina Nelson	46,691		85.4	Chad Panzer
45	Michael Trinh	46,580		92.4 Ho Tran	Altig-Orlovic
46	Douglas Clarke	46,211		84.1 Joshua Jackson	Joseph Diecedue
47	Erez Shabtay	46,100		90.5 Erez Shabtay	Michael Vasu
48	Cynthia Sittig	45,392	95	Andrew Wagner	Durhon Oldham
49	Philip Kaluza	45,225	99	Andy Sertler	Sabrina Lloyd
50	Kaleiokamalle Viena	44,616		82.3 Jonathan Emura	Altig-Orlovic

ALL TIME RECORD: JOSHUA DISHONG \$756,403 Net ALP



MARCH PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	David Peebles	\$152,460	\$165,829	91	Joshua Dishong	Zachary Hart
2	Patrycja Grudzinska	84,077	87,553	98	Marian Sertler	Sabrina Lloyd
3	Krystian Drozdz	78,925	91,016	96	Marian Sertler	Sabrina Lloyd
4	Meghan Harris	55,981	55,981	95	Chelsie Otto	Sabrina Lloyd
5	Viyara Vongprachanh	51,994	55,258	98	Matthew Diulus	Simon Arias
6	Kristen Brown	50,439	57,022	98	Erez Shabtay	Michael Vasu
7	Cristian Matapenagos	46,675	46,675	94	Christina Meyer	Sabrina Lloyd
8	Azar Afnan	39,414	41,369	79.5	Rodney Ward	Zachary Hart
9	Omar Torres	38,619	38,619	96	Zach Otto	Sabrina Lloyd
10	Richard Tabanji	36,398	39,499	73.3	Matthew Parks	Surace-Smith
11	Kyle Alden	35,839	51,260	80.4	Juan Olvera	Stephen Jubrey
12	William Barker	34,725	38,515	96	Joshua Krueger	Richard Correa
13	Matthew Dawson	34,116	75,910	74.1	Marc Salvaggi	Surace-Smith
14	Ryan Landmark	33,381	35,941	94	Roger Fung	Mathew Hart
15	Tonya Bailey	33,241	60,510	73.6	Nicholas Moore	Durhon Oldham
16	John Turner	32,804	49,062	81.3	Robert Smith	Durhon Oldham
17	Brody Maughan-Evanson	32,259	58,376	97	Thomas Vena	Simon Arias
18	Edwin Rodriguez	31,119	30,312	76.9	Jason Bratin	Simon Arias
19	Sina Heak	30,675	45,398	82.5	Avi Kauderer	Albert Serur
20	Kendall Wilson	30,645	30,645	100	Marian Sertler	Sabrina Lloyd

ALL TIME RECORD: \$286,210 1st 6 Mo Agt

ALL TIME RECORD: \$286,210 Net ALP

YTD PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	David Peebles	\$283,457	\$308,636	91	Joshua Dishong	Zachary Hart
*2	Krystian Drozdz	165,578	181,932	96	Marian Sertler	Sabrina Lloyd
*3	Patrycja Grudzinska	140,104	153,946	98	Marian Sertler	Sabrina Lloyd
*4	Edwin Rodriguez	86,885	94,744	76.9	Jason Bratin	Simon Arias
*5	Meghan Harris	79,265	79,265	95	Chelsie Otto	Sabrina Lloyd
6	Viyara Vongprachanh	76,826	81,622	98	Matthew Diulus	Simon Arias
7	William Barker	75,745	100,157	96	Joshua Krueger	Richard Correa
8	Tonya Bailey	75,231	130,922	73.6	Nicholas Moore	Durhon Oldham
9	Omar Torres	71,934	71,934	96	Zach Otto	Sabrina Lloyd
10	Timothy Penso	71,567	123,830	83.7	Nicholas Moore	Durhon Oldham
11	Ryan Landmark	69,992	76,963	94	Roger Fung	Mathew Hart
12	Kyle Alden	66,604	124,895	80.4	Juan Olvera	Stephen Jubrey
13	Casey Finley	65,110	69,988	76.5	Stephen Giddens	Ryan Giddens
14	Matthew Dawson	63,792	125,975	74.1	Marc Salvaggi	Surace-Smith
15	John Turner	59,837	85,667	81.3	Robert Smith	Durhon Oldham
16	Samantha Erbe	58,724	67,521	89	Gabriela Sime	Laura Fisher
17	Azar Afnan	56,225	72,985	79.5	Rodney Ward	Zachary Hart
18	Nicholas Lasala	54,923	73,508	93.1	Bobby Szwaja	Theodore Pappas
19	James Jones	54,217	68,868	93	Robert Smith	Durhon Oldham
20	Kendall Wilson	54,042	54,042	100	Marian Sertler	Sabrina Lloyd

ALL TIME RECORD: \$653,097 1st 6 Mo Agt

ALL TIME RECORD: \$959,675 Net ALP

GENERAL AGENTS



MARCH PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Michael Stuver	\$105,930	\$218,979	74.9	Ryan Fickert	Zachary Hart
2	Timothy Bugge	86,687	115,882	74.3	Britton Costa	Simon Arias
3	Ashley Wenning	84,265	148,845	77.2	Daniel Hartwig	Surace-Smith
4	Nathan Hunt	80,373	88,859	86.7	Joshua Krueger	Richard Correa
5	Tyler Worstell	79,579	115,371	76.1	John Conard	Simon Arias
6	Patricia Cicerale	79,259	95,956	71.8	Magda Figueiredo	Giglione-Ackerman
7	DeAnthony Hartman	78,630	116,316	71.8	Rodney Ward	Zachary Hart
8	Glenn Martin	75,842	92,450	94	Morgan Lobello	Giglione-Ackerman
9	Christina Jauch	72,356	94,328	96	Matthew Diulus	Simon Arias
10	Elias Boles	70,723	104,419	74.5	Nicholas Moore	Durhon Oldham
11	Martyna Duda-Pasieka	68,480	90,648	79.2	Andrzej Sertler	Sabrina Lloyd
12	Steve Bryant	62,883	108,358	93	Stephen Giddens	Ryan Giddens
13	Jeffrey Hall	62,330	89,508	80.5	Avi Kauderer	Albert Serur
14	Brent Bowling	60,095	214,261	74.9	Marc Salvaggi	Surace-Smith
15	Shawn Lewicki	59,766	77,862	73.8	Roger Fung	Mathew Hart
16	Alifonzo W Garcia	58,403	63,710	91	Eugene Garcia	Dustin Venekamp
17	Jeramey Pitman	58,111	85,965	93	Joshua Krueger	Richard Correa
18	Kelvin Fernandez	56,320	82,811	74.8	Christopher Akins	Laura Fisher
19	Derek Foore	52,959	96,593	97	Marc Salvaggi	Surace-Smith
20	Karen Mosley	51,674	58,928	79.0	George Oshea	Giglione-Ackerman

ALL TIME RECORD: \$441,104 1st 6 Mo Agt

ALL TIME RECORD: \$624,474 Net ALP

YTD PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Michael Stuver	\$206,871	\$411,033	74.9	Ryan Fickert	Zachary Hart
*2	Steve Bryant	199,161	310,071	93	Stephen Giddens	Ryan Giddens
*3	Patricia Cicerale	197,295	251,668	71.8	Magda Figueiredo	Giglione-Ackerman
*4	Ashley Wenning	169,947	334,479	77.2	Daniel Hartwig	Surace-Smith
*5	Nathan Hunt	169,931	193,358	86.7	Joshua Krueger	Richard Correa
6	Timothy Bugge	168,317	200,504	74.3	Britton Costa	Simon Arias
7	Tyler Worstell	149,661	204,082	76.1	John Conard	Simon Arias
8	DeAnthony Hartman	149,179	249,867	71.8	Rodney Ward	Zachary Hart
9	Elias Boles	139,895	204,064	74.5	Nicholas Moore	Durhon Oldham
10	Glenn Martin	139,129	182,685	94	Morgan Lobello	Giglione-Ackerman
11	Jeramey Pitman	138,561	180,212	93	Joshua Krueger	Richard Correa
12	Martyna Duda-Pasieka	127,981	159,919	79.2	Andrzej Sertler	Sabrina Lloyd
13	Michael Russo	124,834	166,049	84.5	Gabriela Sime	Laura Fisher
14	Dominic Telymonde	123,561	162,877	71.0	Evan Holzauer	Giglione-Ackerman
15	Brent Bowling	122,616	373,494	74.9	Marc Salvaggi	Surace-Smith
16	Frank Cordaro	115,329	172,213	84.4	Bobby Szwaja	Theodore Pappas
17	Karen Mosley	113,700	128,636	79.0	George Oshea	Giglione-Ackerman
18	Shawn Lewicki	112,635	144,216	73.8	Roger Fung	Mathew Hart
19	Jeffrey Hall	107,473	162,217	80.5	Avi Kauderer	Albert Serur
20	Aziz Farsakh	104,855	173,985	76.3	Mohammed Moalawi	Theodore Pappas

ALL TIME RECORD: \$1,468,394 1st 6 Mo Agt

ALL TIME RECORD: \$2,262,883 Net ALP

MASTERGENERALAGENTS



1
MARIAN SERTLER
SCHAUMBURG, IL



2
JOSHUA KRUEGER
AURORA, CO



3
ZACH OTTO
SCHAUMBURG, IL



4
NICHOLAS MOORE
ROCHESTER, NY



5
MARC SALVAGGI
CLEVELAND, OH



6
MATTHEW DIULUS
PITTSBURGH, PA



7
RYAN FICKERT
TROY, MI



8
BOBBY SZWAJA
FLUSHING, NY



9
BRITTON COSTA
PITTSBURGH, PA



10
THOMAS VENA
PITTSBURGH, PA

MARCH PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
1	Marian Sertler	\$244,898	\$312,822	71.7	Sabrina Lloyd
2	Joshua Krueger	176,417	225,823	76.6	Richard Correa
3	Zach Otto	171,342	262,837	73.7	Sabrina Lloyd
4	Nicholas Moore	133,926	309,054	80.1	Durhon Oldham
5	Marc Salvaggi	113,054	313,067	74.8	Surace-Smith
6	Matthew Diulus	106,429	180,210	75.2	Simon Arias
7	Ryan Fickert	99,346	215,785	71.0	Zachary Hart
8	Bobby Szwaja	97,110	167,287	81.8	Theodore Pappas
9	Britton Costa	92,170	122,423	72.3	Simon Arias
10	Thomas Vena	88,368	215,491	82.3	Simon Arias
11	Daniel Hartwig	84,291	170,566	77.7	Surace-Smith
12	John Conard	81,412	121,290	72.0	Simon Arias
13	Patrick Bendure	80,288	281,100	78.4	Surace-Smith
14	Chelsie Otto	80,106	80,636	79.9	Sabrina Lloyd
15	Magda Figueiredo	79,259	95,893	72.2	Giglione-Ackerman
16	Christina Meyer	77,759	102,977	74.9	Sabrina Lloyd
17	Robert Smith	76,723	154,839	79.4	Durhon Oldham
18	Morgan Lobello	75,137	90,624	77.5	Giglione-Ackerman
19	Evan Holzhauer	70,146	89,647	72.2	Giglione-Ackerman
20	Ryan Wilson	66,924	182,538	74.5	Philip Prata

ALL TIME RECORD: \$438,277 1st 6 Mo Agt

ALL TIME RECORD: \$723,872 Net ALP

YTD PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
* 1	Marian Sertler	\$531,678	\$678,249	71.7	Sabrina Lloyd
* 2	Joshua Krueger	382,737	507,375	76.6	Richard Correa
* 3	Zach Otto	359,687	562,083	73.7	Sabrina Lloyd
* 4	Nicholas Moore	286,896	667,860	80.1	Durhon Oldham
* 5	Ryan Fickert	244,382	492,358	71.0	Zachary Hart
6	Marc Salvaggi	218,927	541,481	74.8	Surace-Smith
7	Bobby Szwaja	204,135	383,460	81.8	Theodore Pappas
8	Magda Figueiredo	200,998	256,356	72.2	Giglione-Ackerman
9	Robert Smith	188,336	340,916	79.4	Durhon Oldham
10	Evan Holzhauer	181,699	236,556	72.2	Giglione-Ackerman
11	Patrick Bendure	170,637	637,541	78.4	Surace-Smith
12	Daniel Hartwig	160,966	379,891	77.7	Surace-Smith
13	Britton Costa	158,776	198,620	72.3	Simon Arias
14	Chelsie Otto	155,604	162,688	79.9	Sabrina Lloyd
15	Thomas Vena	151,602	414,793	82.3	Simon Arias
16	John Conard	151,494	201,595	72.0	Simon Arias
17	Begona Patino-Lopez	151,204	229,920	84	Cisco Perez
18	Matthew Diulus	146,619	264,931	75.2	Simon Arias
19	Morgan Lobello	143,306	193,437	77.5	Giglione-Ackerman
20	Ryan Wilson	140,407	349,763	74.5	Philip Prata

ALL TIME RECORD: MARIAN SERTLER \$2,554,545 1st 6 Mo Agt

ALL TIME RECORD: \$4,468,285 Net ALP

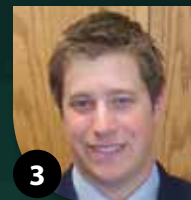
REGIONALGENERALAGENTS



1
ROBERT JANEV
SCHAUMBURG, IL



2
MATTHEW DIULUS
PITTSBURGH, PA



3
MATTHEW TURNQUIST
AURORA, CO



4
MARIAN SERTLER
SCHAUMBURG, IL



5
THOMAS VENA
PITTSBURGH, PA

MARCH PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
1	Robert Janev	\$409,367	\$576,721	72.6	Sabrina Lloyd
2	Matthew Diulus	406,660	703,183	73.0	Simon Arias
3	Matthew Turnquist	353,671	510,901	74.5	Richard Correa
4	Marian Sertler	313,589	403,858	71.5	Sabrina Lloyd
5	Thomas Vena	308,961	735,577	77.5	Simon Arias
6	Corey Helly	295,160	389,508	75.7	Giglione-Ackerman
7	Brett Gryska	292,677	793,231	80.4	Durhon Oldham
8	Matthew Parks	276,057	694,565	74.6	Surace-Smith
9	Zach Otto	257,050	348,545	73.6	Sabrina Lloyd
10	Levar Morgan	186,621	475,663	79.0	Theodore Pappas

ALL TIME RECORD: \$980,159 1st 6 Mo Agt

ALL TIME RECORD: \$1,435,508 Net ALP

YTD PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
* 1	Robert Janev	\$912,145	\$1,292,023	72.6	Sabrina Lloyd
* 2	Matthew Turnquist	805,149	1,194,790	74.5	Richard Correa
3	Corey Helly	676,202	976,655	75.7	Giglione-Ackerman
4	Matthew Diulus	665,546	1,148,357	73.0	Simon Arias
5	Marian Sertler	652,185	823,750	71.5	Sabrina Lloyd
6	Brett Gryska	618,214	1,729,725	80.4	Durhon Oldham
7	Matthew Parks	612,523	1,462,041	74.6	Surace-Smith
8	Thomas Vena	583,092	1,354,570	77.5	Simon Arias
9	Zach Otto	525,773	728,168	73.6	Sabrina Lloyd
10	Levar Morgan	447,474	1,107,067	79.0	Theodore Pappas

ALL TIME RECORD: \$5,230,627 1st 6 Mo Agt

ALL TIME RECORD: \$8,242,209 Net ALP



ZACHARY HART



DURHON OLDHAM



PHILIP PRATA



RYAN GIDDENS



ERIC COCHRAN



ALBERT SERUR



MOSWEN TAYLOR



DORIAN BROWN

TOP PERFORMANCE FACTOR



ALBERT SERUR
Category VI
216.1 Performance Factor



DORIAN BROWN
Category VIII
175.2 Performance Factor



MOSWEN TAYLOR
Category VII
150.6 Performance Factor

Top three every month by performance factor.

MARCH PRODUCTION

Category	PF†	F6M	F6M Obj	% F6M Obj	P6M	P6M Obj	% P6M Obj	Net ALP	% Growth	NTG	RTN
I Zachary Hart	144.1	\$490,708	\$340,000	144.3	\$364,232	\$253,000	144.0	\$854,940	63.7		72.8
Altig-Orlovic	131.5	1,410,103	1,105,000	127.6	2,706,627	2,000,000	135.3	4,116,730	38.9		77.9
Sabrina Lloyd	130.9	641,732	490,000	131.0	214,711	164,000	130.9	856,443	106.7		72.4
Theodore Pappas	120.5	315,243	260,000	121.2	497,020	415,000	119.8	812,263	40.4		79.0
Giglione-Ackerman	108.4	495,437	350,000	141.6	222,474	296,000	75.2	717,910	14.8		75.1
II Durhon Oldham	142.5	\$292,678	\$220,000	133.0	\$503,274	\$331,000	152.0	\$795,952	24.5		80.4
Michael Vasu	131.5	233,422	240,000	97.3	331,548	200,000	165.8	564,970	39.6	95	
Chris Hernandez	113.1	192,397	205,000	93.9	291,026	220,000	132.3	483,423	12.2		75.1
Bob Olson	106.4	131,707	170,000	77.5	303,105	224,000	135.3	434,812	15.4		71.9
Don Foti	94.0	123,858	155,000	79.9	381,911	353,000	108.2	505,770	10.3		78.7
III Philip Prata	136.3	\$153,929	\$120,000	128.3	\$184,784	\$128,000	144.4	\$338,714	19.2		74.7
Laura Fisher	127.4	243,296	200,000	121.6	159,815	120,000	133.2	403,111	55.2		77.4
Matt Henderson	118.5	171,367	145,000	118.2	129,453	109,000	118.8	300,820	15.0		71.0
IV Ryan Giddens	118.5	\$87,465	\$120,000	72.9	\$72,171	\$44,000	164.0	\$159,635	23.8	91	
James Cunningham	112.8	112,505	110,000	102.3	65,364	53,000	123.3	177,869	22.4		76.1
Stephen Jubrey	100.3	97,944	90,000	108.8	68,860	75,000	91.8	166,804	61.5		72.1
V Eric Cochran	122.6	\$82,891	\$70,000	118.4	\$96,403	\$76,000	126.8	\$179,294	40.3		81.3
Allan Jennings	102.3	52,379	70,000	74.8	58,421	45,000	129.8	110,799	117.3	95	
Chad Deley	100.0	25,527	65,000	39.3	146,209	91,000	160.7	171,736	50.8		79.2
▶ Albert Serur	216.1	\$110,439	\$45,000	245.4	\$108,352	\$58,000	186.8	\$218,791	168.9	91	
Daniel Umbertone	136.4	53,159	45,000	118.1	77,334	50,000	154.7	130,493	91.7		80.5
Tiffany Roland	131.7	49,853	45,000	110.8	87,000	57,000	152.6	136,853	88.3		77.3
▶ Moswen Taylor	150.6	\$83,115	\$45,000	184.7	\$48,906	\$42,000	116.4	\$132,021	83.5		74.9
Travis Moody	129.6	50,045	45,000	111.2	62,149	42,000	148.0	112,194	37.9		76.0
Jared Cleckner	117.2	41,846	40,000	104.6	49,282	38,000	129.7	91,128	22.0		72.8
Souley Bah	108.5	51,609	45,000	114.7	42,966	42,000	102.3	94,574	149.7	85	
▶ Dorian Brown	175.2	\$58,789	\$45,000	130.6	\$46,140	\$21,000	219.7	\$104,929	11.8		71.3
Michael Mandella	118.9	54,480	26,000	209.5	7,333	26,000	28.2	61,814	512.9		74.9
Erin Allen	117.8	58,255	26,000	224.1	3,003	26,000	11.6	61,258	NA	88	
Christine Judge	94.9	27,400	26,000	105.4	21,967	26,000	84.5	49,368	106.1	81	

YTD PRODUCTION

Category	PF†	F6M	F6M Obj	% F6M Obj	P6M	P6M Obj	% P6M Obj	Net ALP	% Growth	NTG	RTN
I Zachary Hart	104.5	\$1,094,640	\$1,020,000	107.3	\$771,323	\$759,000	101.6	\$1,865,963	52.0		72.8
Theodore Pappas	99.0	780,011	780,000	100.0	1,219,495	1,245,000	98.0	1,999,506	29.8		79.0
Giglione-Ackerman	97.7	1,228,215	1,050,000	117.0	696,457	888,000	78.4	1,924,672	25.2		75.1
Altig-Orlovic	96.2	3,072,898	3,315,000	92.7	5,983,679	6,000,000	99.7	9,056,577	24.4		77.9
Sabrina Lloyd	93.0	1,330,198	1,470,000	90.5	469,850	492,000	95.5	1,800,047	47.7		72.4
II Michael Vasu	118.1	\$661,909	\$720,000	91.9	\$866,131	\$600,000	144.4	\$1,528,040	60.4	95	
Durhon Oldham	103.2	618,218	660,000	93.7	1,119,813	993,000	112.8	1,738,031	22.2		80.4
III Laura Fisher	116.1	\$577,391	\$600,000	96.2	\$489,153	\$360,000	135.9	\$1,066,545	72.4		77.4
Philip Prata	101.7	374,462	360,000	104.0	382,010	384,000	99.5	756,472	39.3		74.7
IV Ryan Giddens	105.9	\$289,405	\$360,000	80.4	\$173,443	\$132,000	131.4	\$462,848	54.7	91	
V Chad Deley	100.9	\$94,514	\$195,000	48.5	\$418,576	\$273,000	153.3	\$513,089	95.7		79.2
Eric Cochran	99.3	204,283	210,000	97.3	230,950	228,000	101.3	435,234	31.0		81.3
VI Albert Serur	134.8	\$193,920	\$135,000	143.6	\$219,262	\$174,000	126.0	\$413,182	71.2	91	
Tiffany Roland	97.2	115,893	135,000	85.8	185,622	171,000	108.6	301,515	66.8		77.3
Daniel Umbertone	94.7	106,775	135,000	79.1	165,512	150,000	110.3	272,287	50.8		80.5
VII Travis Moody	114.4	\$115,249	\$135,000	85.4	\$180,752	\$126,000	143.5	\$296,001	62.6		76.0
Jared Cleckner	112.5	156,023	120,000	130.0	108,294	114,000	95.0	264,317	52.1		72.8
Moswen Taylor	106.2	174,308	135,000	129.1	105,039	126,000	83.4	279,348	94.4		74.9
VIII Dorian Brown	147.1	\$133,036	\$135,000	98.5	\$123,321	\$63,000	195.7	\$256,357	28.9		71.3
Erin Allen	104.4	143,421	78,000	183.9	19,491	78,000	25.0	162,913	NA	88	
Christine Judge	97.7	51,655	78,000	66.2	100,735	78,000	129.1	152,389	97.1	81	

† Performance factor = (% F6 Mo Obj + % P6 Mo Obj) ÷ 2

Spotlight recognizes State General Agents in Categories I-VIII with minimum 10% Growth and 90% Performance Factor with retention or net to gross standard. YTD Winners for Categories I-VIII will be recognized at Convention by highest Performance Factor in excess of 100% and the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards.

CATEGORY I



1
MALKA ARONY
PHOENIX, AZ



2
BRENDA DI SOMMA
SOMERSET, NJ

CATEGORY III



1
ERICA DALAGER
MINNEAPOLIS, MN



2
PAM MONETTI
ST LOUIS, MO

TOPROOKIE



VANESSA DEAN
PASADENA, CA

ICEBREAKER



ARNAECIA ALRIDGE
HOUSTON, TX

TOPMANAGER

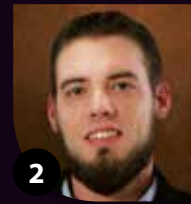


JOHN KELIHER
DACULA, GA

CATEGORY II



1
FRAN CHRISTIE
WHITE ROCK, BC



2
TRAVIS DANIELS
CHESAPEAKE, VA

CATEGORY IV



1
SUE AKERS
COUNCIL BLUFFS, IA



2
CARL ZABLOTNY
LAS VEGAS, NV

PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS:

CATEGORY	POPULATION	ROOKIE:	Reps with 2015 Hire Date
1	over 11,000,000		
2	8,000,000 to 10,999,000	ICEBREAKER:	Reps with 2016 Hire Date
3	5,000,000 to 7,999,999		
4	Under 5,000,000	PR MANAGER:	Overall card growth at the end of the current month over previous year.

MARCH PRODUCTION

Category	Rank	Production in Cards	Location/Manager
I	1	Malka Arony 4,324	AZ/Jason Beckman
	2	Brenda Di Somma 2,379	NJ/Brian Ryan
	3	Cindy Cleary 2,183	KS & NW MO/Patti Morgan
	4	Rona Pileggi Spano 1,665	Chicago/Dawn Trudden
	5	Kathy Pappas 1,602	NY City/Brian Ryan
II	1	Fran Christie 2,475	BC/Jackie Lowe
	2	Travis Daniels 1,867	PA/Katherine Pratt
	3	Tracy Smith 1,837	NY State/JT Tasker
	4	Robin Andrade 1,725	Mass & RI/Rosanna Gill
	5	Brett Hulme 1,634	GA/John Keliher
III	1	Erica Dalager 1,478	MN/Dawn Trudden
	2	Pam Monetti 1,168	St Louis/Cindy Cleary
	3	Nicole McCarthy 1,120	MN/Dawn Trudden
	4	David Blaisdell 1,029	TN & SW NC/Beth Farm
	5	Kimberly McGuire 948	ON/Jackie Lowe
IV	1	Sue Akers 3,468	NE/Cindy Cleary
	2	Carl Zablony 2,529	NV/Jason Beckman
	3	Steve Orcheron 2,031	BC/Jackie Lowe
	4	Anna Guido Rohrer 1,482	S OH/Tami Williams
	5	Robin Denham 1,461	KS & NW MO/Cindy Cleary
ROOKIE	1	Vanessa Dean 1,187	Los Angeles/Carmella Swanson
ICEBREAKER	1	Arnaecia Alridge 140	Houston/Christa Davis

ALL TIME PR CARD PRODUCTION RECORD: 18,960 CARDS

MARCH MANAGERS

Rank	Card Growth	Director
1	John Keliher 3,318	Patti Morgan
2	Dawn Trudden 2,959	Denise Gilbert
3	Cindy Cleary 2,462	Patti Morgan
4	Jacqueline Lowe 2,193	Laurie Onasch
5	Brian Ryan 2,061	Michelle Baxter

MARCH BONUSES

Sue Akers	Amanda Cross	Jeffrey Hapke	Erin McKee	Tracy Smith
Ken Altizer	Travis Daniels	Holland Harriss	Pam Monetti	Donald Spohn
Tony Anderson	Vanessa Dean	Krissa Hensley	Tim O'Connor	Randy Stockley
Robin Andrade	Robin Denham	Dee Hettinger	Steve Orcheron	Sarah Thomson-Dufrechou
Malka Arony	Brenda Di Somma	Brett Hulme	Kathy Pappas	Jessica Treybick
Lisa Bennett	Dion Dizon	Sandy Knapp	Rona Pileggi Spano	Bryan Uhl
Gabriela Berloni	Jeanette Dodd	Cindy Kuncce	Cas Robinson	Leo VanDenBussche
David Blaisdell	Vivian Dwyer	Donna LaMontagna	Chas Robinson	John Wagner
Deborah Boles	Viki Farr	Timothy Leary	Gary Rothman	Al Wall
Lou Nell Busby	Mark Flemm	Larry Lozano	Rebecca Rozario	Lisa West
Casey Cash	Mark Gagliardi	Dianna Lueke	Irene Rurycz	Carl Zablony
Fran Christie	Susan Gilbert	Lacy Martin	David Scalisi	
Cheryl Cook	Laurie Gruber	Stephen Matous	Crystal Senour	
Michael Cooper	Anna Guido Rohrer	Kimberly McGuire	Patrena Smith	

YTD PRODUCTION

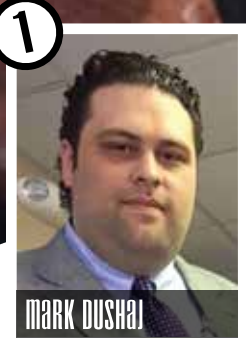
Category	Rank	Production in Cards	Location/Manager
I	*1	Malka Arony 5,593	AZ/Jason Beckman
	*2	Brenda Di Somma 4,878	NJ/Brian Ryan
	3	Jessica Treybick 3,938	NY City/Brian Ryan
	4	Rona Pileggi Spano 3,756	Chicago/Dawn Trudden
	5	Donna LaMontagna 3,749	Chicago/Dawn Trudden
II	*1	Travis Daniels 4,730	PA/Katherine Pratt
	*2	Robin Andrade 4,670	Mass & RI/Rosanna Gill
	3	Fran Christie 4,638	BC/Jackie Lowe
	4	David Scalisi 3,823	NY State/JT Tasker
	5	Tracy Smith 3,559	NY State/JT Tasker
III	*1	David Blaisdell 4,774	TN & SW NC/Beth Farm
	*2	Erica Dalager 2,722	MN/Dawn Trudden
	3	Laurie Gruber 2,720	WI/Amanda Mlinaz
	4	Patrena Smith 2,707	CT & W Mass/Rosanna Gill
	5	Kimberly McGuire 2,610	ON/Jackie Lowe
IV	*1	Carl Zablony 6,163	NV/Jason Beckman
	*2	Michael Cooper 4,783	IA/Dawn Trudden
	3	Tim O'Connor 4,418	OK/Christa Davis
	4	Randy Stockley 4,274	NL/Melissa Lively
	5	Sue Akers 4,264	NE/Cindy Cleary

ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER 61,879 CARDS

YTD MANAGERS

Rank	Card Growth	Director
*1	Cindy Cleary 6,975	Patti Morgan
*2	John Keliher 6,971	Patti Morgan
*3	Brian Ryan 4,396	Michelle Baxter
4	Rosanna Gill 2,065	Denise Gilbert
5	Melissa Lively 1,931	Laurie Onasch

WORLD'S GREATEST BONUS



MARK DUSHAJ
\$9,671
Zachary Hart



TAD TEETERS
\$8,627
Surace-Smith



NIKOLA SUBOTIC
\$8,359
Altig-Orlovic



BRUCE VJAJE
\$8,135
Altig-Orlovic



DANIEL HANSON
\$8,067
Chad Deley

MARCH BONUS LEADERS

March Bonus Payout: \$2,782,516
March Bonus Qualifiers: 4,111

- \$9,671 Mark Dushaj
- 8,627 Tad Teeters
- 8,359 Nikola Subotic
- 8,135 Bruce Vjaje
- 8,067 Daniel Hanson
- 7,774 Mike Sukhbaatar
- 7,603 Massoud Vaziri
- 7,503 Joey Kennedy
- 7,249 Tina Phongsavath
- 7,122 Alan Sedaghat
- 7,068 Van Ortega
- 7,048 Dario Messina
- 6,100 Michael Trinh
- 6,084 Al Alkurdi
- 6,055 Maren Conway
- 5,813 Ronald Rivera
- 5,712 Joachim Jean
- 5,644 Muhammed Ashraf
- 5,606 Daniel Li
- 5,598 Paul Smith
- 5,580 Eric LaBossiere
- 5,434 Dylan Johnson
- 5,417 Elba Vargas
- 5,294 Roghie Hassan Loo
- 5,209 Lily Sakai
- 5,146 Thomas King
- 5,105 Katie Massart
- 5,051 Tevita Tupouniua
- 5,034 Dustin Dunbar
- 4,896 Scott Florin
- 4,745 Harvey Quinn
- 4,711 Michael van Delft
- 4,636 Joseph Sarasin
- 4,417 Matthew Zang
- 4,374 Bruce Tan
- 4,332 Erez Shabtay
- 4,318 Christina Jauch
- 4,316 Benjamin Ainscough
- 4,276 Bernie Thompson
- 4,252 Douglas Clarke
- 4,190 Michael Spann
- 4,147 Svyatoslav Stefanyshyn
- 4,098 Horace Johnson
- 4,093 Christopher Bennett
- 4,090 Robert Adrahtas
- 4,064 Mike Allen
- 4,012 Mark Lomonaco

- \$4,011 Peter Davis
- 3,976 Maryna Semenova
- 3,967 Jonni Ng
- 3,964 Max Quasem
- 3,952 Lincoln Dziekonski
- 3,913 Joey Sales
- 3,852 Dustin Edgell
- 3,752 Lisa Jones
- 3,737 William Parmeter
- 3,660 Riley Peters
- 3,621 Cynthia Sittig
- 3,589 Carlos Arballo
- 3,586 Nicole Harrell
- 3,567 Kelly McDonald
- 3,561 Maria Avila
- 3,508 Kyle Robbins
- 3,476 Alvin Ali
- 3,471 Jordon Graham
- 3,438 Amy Shui
- 3,415 Jagdish Sukhu
- 3,401 Timothy Chandler
- 3,398 Bernadette Casciato
- 3,385 Adem Abdula
- 3,354 Sultan Deckard
- 3,268 Philip Kaluza
- 3,251 Denis Snyder
- 3,251 Brenda Fox
- 3,326 Christabel Ornelas
- 3,321 Joaquin Santos
- 3,319 Kevin Gillum
- 3,294 Omar Hashimi
- 3,276 Robert Ford
- 3,226 Diana Al Ali
- 3,191 Sean Grant
- 3,189 Jeremiah Acosta
- 3,165 Susan Bedrossian
- 3,141 Behir Abboud
- 3,121 Peter Cappuccio
- 3,093 Tasha Tucker
- 3,069 Bernice Thompson
- 3,068 George Kamel
- 3,068 Mayra Robles
- 3,055 Andy Dorf
- 3,027 Kalelokamaille Viena
- 3,026 Nedal Kawash
- 3,022 Kashaala Guiden
- 3,008 Jessica Boss
- 2,987 Brooklyn Mims

- \$2,972 Shiwa Hollingsworth
- 2,944 Meghan Penberg
- 2,895 Kristi Vang
- 2,894 Max Quasem
- 2,878 Orett Nelson
- 2,877 Timothy Cruise
- 2,857 Waleah Salah
- 2,841 Abena Edwards
- 2,820 Samvel Tigranyan
- 2,818 Jacinta Leonardo
- 2,811 Ifeanyi Ufodu
- 2,793 Todd Swell
- 2,783 John Cochrane
- 2,781 Anita Przybylowicz
- 2,774 Miles Washington
- 2,769 Bryan Czajkowski
- 2,750 Kurt Lagorio
- 2,745 Tyler McKnight
- 2,741 Trevor Tollefson
- 2,736 Nicholas Triantafyllidis
- 2,720 William Doborowicz
- 2,709 Corey LaVigne
- 2,707 Kaila Stopa
- 2,698 Kaylee Kielczewski
- 2,668 Philip Kaluza
- 2,665 Brett Maurice
- 2,656 Tobe Pope
- 2,652 Tonya Bailey
- 2,646 Alicia Nieman
- 2,646 Andrew Hynan
- 2,644 Jeffrey Witherall
- 2,636 Timothy Copenhaver
- 2,621 Andrew Severson
- 2,616 Jeannette Kantengwa
- 2,610 Matthew Orbringer
- 2,602 Lleiison Martinez
- 2,602 Phillip Waisman
- 2,580 Glenda Crump
- 2,574 Robin Wissman
- 2,565 Jeramey Pitman
- 2,564 Craig Stompf
- 2,559 Gary Stocum
- 2,559 Danielle LaBarbera
- 2,541 George Lahamedjian
- 2,534 Oleg Novitchii
- 2,527 Aaron Parsons
- 2,511 Daniel Johnson

- \$2,509 Alexander Shpirt
- 2,509 Joshua Lenix
- 2,495 Andrew Chambers
- 2,493 Sherry Schick
- 2,483 Priscila Gonzalez
- 2,481 Cathleen Hairston
- 2,481 Kory Louvelle
- 2,472 Jose Garcia
- 2,467 Elliott Cobbs
- 2,466 Howard Dotson
- 2,461 Patricia Lambert
- 2,459 Erin Nicole
- 2,458 Bradley Christiansen
- 2,454 Sarah Israel
- 2,452 Constance
- 2,448 Michael Steimle
- 2,446 Jeremy Engrav
- 2,443 Gregory VanSuch
- 2,439 Joshua Miker
- 2,437 Harold Durana
- 2,435 Elifranc Deus
- 2,434 William Hart
- 2,423 Lynn Jenkins
- 2,420 John Turner
- 2,415 Peighton Whaley
- 2,409 Richard Bentley
- 2,408 Bradley Kampmeier
- 2,397 Eugene Garcia
- 2,397 Richard Carter
- 2,381 Tasha Jones
- 2,376 Robert Ulreich
- 2,357 Jessica Roysse
- 2,356 Edward DeFurio
- 2,352 Robert Ward
- 2,347 Joshua West
- 2,347 Alma B Gonzalez
- 2,346 Andres Liranzo
- 2,345 Kemberly Sousa
- 2,337 Vishwanath Sankaran
- 2,336 David Herchick
- 2,333 Tina Nelson
- 2,325 Michael May
- 2,313 Marcus Minier
- 2,312 Elaceia Kramer
- 2,310 Demmerick Stevenson
- 2,309 Anthony Burke

- \$2,303 Shannon Ciralli
- 2,283 Alix Albright
- 2,276 Daniel Bean
- 2,273 Kasali Kotun
- 2,272 Alexander Bayley
- 2,253 Brian Hess
- 2,246 Mark Bishop
- 2,242 Peter Gabranski
- 2,242 Vincent Campaña
- 2,239 Marisha Sommerville
- 2,238 David Peebles
- 2,230 Matthew Cessna
- 2,222 Andrew J Wilson
- 2,221 Noel Bonomi
- 2,216 Amber Daniels
- 2,210 Nathan Doyle
- 2,208 James Bailey
- 2,208 Peer Shmelzer
- 2,205 Holly Simpson
- 2,198 Steven Halm
- 2,191 Monica Dollins
- 2,190 Mark Harhager
- 2,189 Tiffney Harmouche
- 2,172 Shalom Chaimov
- 2,171 Ruben Soberanes
- 2,165 Christopher Bungay
- 2,165 Erin Moyer
- 2,162 Riaz Rahman
- 2,158 Kyle Schimizzi
- 2,157 Zenon Zorij
- 2,154 Mary Smith
- 2,152 Elcar Buhay
- 2,152 Emaly Galeano
- 2,144 Dina Boghdady
- 2,139 Benton Tong
- 2,138 Raymond Fuji
- 2,135 Richard Millington
- 2,133 Rachel Mesnard
- 2,133 Kirsten McKee
- 2,132 Ryan Ohm
- 2,118 Kareem Mutia
- 2,111 Travis Vandenberghe
- 2,104 Nicholas Allport
- 2,102 Jeffrey Hall
- 2,090 Sean Sperazza
- 2,085 David Bleil
- 2,084 Jesse Bachrach

- \$2,081 Jared Mercer
- 2,080 Matthew Kurey
- 2,074 Michael Ashton
- 2,068 Brian Melvin
- 2,060 Morgan Mays
- 2,041 Anacleto Arevalo
- 2,037 Jenny Alvarez
- 2,035 Temitope Adepoju
- 2,035 Sylvia Drwila
- 2,033 Charles Belt
- 2,032 Daniel Tushner
- 2,028 Ashley Rust
- 2,025 Christine Moore
- 2,025 Ellen Schultz
- 2,007 Kyle Alden
- 2,003 James Rucker
- 1,996 Christopher Bentley
- 1,996 Alba Williams
- 1,996 Gabriel Manzo
- 1,995 Sam Chan
- 1,989 Robert Granzow
- 1,975 Jordan Albright
- 1,973 Ryan Watts
- 1,969 Mark Lahijani
- 1,961 Jesusdieu Portilus
- 1,960 Igor Melcharek
- 1,958 Ryan Witham
- 1,957 Kashief Perkins
- 1,956 David Lawrence
- 1,952 Sarah Gilmore
- 1,951 Megan Richardson
- 1,950 Joyce Feakes
- 1,937 Matthew Wilson
- 1,936 Edy Haddad
- 1,932 Ryan Hume
- 1,928 Anthony Theriault
- 1,927 Jonathon Newbrough
- 1,923 Adrain Alfred
- 1,922 Kyle Lewicki
- 1,918 Jacqueline Bickel
- 1,917 Evelin Castro-Sharif
- 1,917 Paul Helling
- 1,915 Andrea Kessler
- 1,911 Jesse O Martin
- 1,908 Brenton Patterson
- 1,901 Ryan Beuc
- 1,899 Travis Vaughn

- \$1,889 Thomas VanOsdol
- 1,888 Daniel Souza
- 1,888 Emil Mohareb
- 1,886 Daniel Martinsen
- 1,885 Kenneth Preston
- 1,885 Alexis Pineiro
- 1,885 Sherita Morgan
- 1,883 John Jefferson
- 1,881 Daniel Gelino
- 1,880 Adam Hanna
- 1,872 Alan Fricke
- 1,871 Shelby Poston
- 1,856 Felicia Steele
- 1,845 Behrad Baghbanian
- 1,844 Vojlava Shqutaj
- 1,839 Zaneisha Countryman
- 1,833 Adam Henton
- 1,829 Evelyn Howell
- 1,828 Bryon Eddinger
- 1,826 Valeria Martinez
- 1,824 Jennifer Holliday
- 1,823 Ed Olfert
- 1,821 Auston Mavrak
- 1,820 Corey Clayton
- 1,816 Elise Scheurer
- 1,814 Benjamin Van Fossen
- 1,814 Jesse Doherty
- 1,811 Abraham Weissman
- 1,811 Mynor Lemus
- 1,809 Joshua Rauser
- 1,808 Graciela Calderon
- 1,807 Zane Moore
- 1,807 Steven Warner
- 1,805 Angeleena O'Hearn
- 1,805 Rayleen Kama
- 1,801 Anthony Croasmun
- 1,800 Collins Appiah
- 1,799 Sean Walsh
- 1,796 Yuriy Kosovan
- 1,794 Patrick Duray
- 1,791 Mahadai Kryshundayal
- 1,787 Fadi Nassar
- 1,784 Adam Wolcott
- 1,783 Michele Hanrahan
- 1,781 Paulius Komskis
- 1,779 Diana Prieto Bonilla
- 1,771 Amir Kashfolayat
- 1,765 Arnold Iacoviello
- 1,760 Darrin Roberts
- 1,755 Daniel Marino
- 1,750 Pedro Lemos
- 1,748 Hakan Ozalpasan
- 1,741 Ryan Misner
- 1,739 John DeBellis
- 1,737 Ryan Watts
- 1,736 Sergio Lanzas
- 1,733 Laurekins Pardovani
- 1,732 Emily Sutton
- 1,732 Celynda Aguilar
- 1,730 Kashief Perkins
- 1,729 Michael Sherwood
- 1,726 Rebecca Stern
- 1,722 Sawyer Skaggs
- 1,722 Hannah Linderholm
- 1,716 Ivan Leung
- 1,714 Brandon Foster
- 1,711 Carlos Garcia
- 1,707 Alma Lozano
- 1,705 Ranjana Chopra
- 1,705 Mireya Lopez
- 1,704 Virakbot Oung
- 1,702 Pa Yang
- 1,700 Gretchen Lasser
- 1,698 Yadollah Pourjalali
- 1,692 Celeste Dongell
- 1,686 Adrian Segalla
- 1,684 Austin A Smith
- 1,681 Christopher Stevens
- 1,678 Christopher Ross

- \$1,674 Stephanie Novel
- 1,673 Miranda Mortensen
- 1,672 David Watkins
- 1,670 Kathryn Fell
- 1,668 Jacob Carlson
- 1,668 Kelly Hannan Daley
- 1,667 Stephen Norman
- 1,665 Derek Swanier
- 1,661 John Keslar
- 1,661 Edmaggie Myrthil
- 1,661 Julie Warwick
- 1,658 Matthew Castelli
- 1,657 Carlyn Harbour
- 1,651 John Mehafeff
- 1,649 Zachary Hansen
- 1,646 Nathan Brady
- 1,643 Nathaniel Richards
- 1,641 Cristi Huffman
- 1,640 John Adams
- 1,637 Jennifer Brady
- 1,637 Desarae Freeman
- 1,636 Audrey Kersey
- 1,633 Joshua Rush
- 1,631 Oscar Cardoza
- 1,631 Gregory McDuffie
- 1,622 Eugenia Austin
- 1,621 Zachary Whipple
- 1,608 Destin Snider
- 1,607 George Bort
- 1,603 Mary Franklin
- 1,603 Dakota Crump
- 1,600 Connor Kuckelman
- 1,597 Aaron McEntire
- 1,597 Scott Remmey
- 1,597 Jordan Wall
- 1,595 Wislaine Laurent
- 1,591 Lisa Martin
- 1,587 Leonard Paschke
- 1,581 Brian Russo
- 1,580 Wesley Vanwinkle
- 1,578 Travis Picklesimer
- 1,573 Pablo Solis
- 1,572 Amber Sarver
- 1,571 Jesus Tolentino
- 1,571 Mark Hart
- 1,567 Bryan Juskiw
- 1,565 Vassilios Katos
- 1,563 Demetrice Parker
- 1,563 Michael Botond
- 1,562 Sina Heak
- 1,560 Octavia Kong
- 1,554 Sharon House
- 1,553 Stephanie Baker
- 1,552 Shaefer Pacada
- 1,551 Cleopatra Sola
- 1,550 Billy Sizemore
- 1,545 Danielle Morales
- 1,537 Carlo Buhay
- 1,535 Nicholas Walsh
- 1,532 Dennis Lovett
- 1,532 Jamie Winters
- 1,529 Anthony Chirico
- 1,529 Aysha McGrath
- 1,525 Christopher Hitchcock
- 1,525 Todd Shelby
- 1,524 Christine Wood
- 1,523 Luc Do
- 1,521 Shane Carlson
- 1,518 Lorena Herndon
- 1,514 Shorne Brown
- 1,514 Joel Trask
- 1,513 Gaspare Basile
- 1,510 Joshua Garrison
- 1,510 David Chen
- 1,506 Carmela Pellen
- 1,505 Erin Murray
- 1,501 Colin Quigley
- 1,499 Shawn Fuchs
- 1,499 Giannina Spila

- \$1,498 Nathalie Kanzki
- 1,498 Vyacheslav Vasilenko
- 1,495 Marie Campbell
- 1,492 Dawn Selden
- 1,491 Shavorne Hudson
- 1,490 Christopher Muraca
- 1,490 Michael Clements
- 1,489 Jaclyn West
- 1,488 Yolonda Harvell
- 1,487 Ross Ewen
- 1,485 Heather Neely-James
- 1,484 Maurice Coleman
- 1,484 Jacquyn Finafrock
- 1,478 David Orozco
- 1,475 Brittany Smart
- 1,472 Rosemary Smith
- 1,471 Matthew Dawson
- 1,470 Haydn Daniel
- 1,468 Nadia Naji
- 1,465 James Harding
- 1,460 Alex Loosli
- 1,460 Alvin Rucks
- 1,457 Kevin Dotzel
- 1,456 Jessica Velazquez
- 1,454 Deonte Jones
- 1,454 Jeremy Becker
- 1,454 Lori Dacyk
- 1,453 Daisy Grimes
- 1,453 Charles Gotcher
- 1,447 James Keefer
- 1,447 Zonia Ramirez
- 1,447 Hazem Aboueldahab
- 1,444 Gloria Mendoza
- 1,443 Everton Blake
- 1,442 Amber Strawn
- 1,440 Ronald Kuttruff
- 1,439 Michael Batdorf
- 1,437 Jasmine Hamlor
- 1,436 Melanie Gonzalez
- 1,435 Jacob Vargas
- 1,435 Rochelle Lugo
- 1,434 Andrew Wright
- 1,432 Javier Alfaro
- 1,430 Francesca Veltri
- 1,429 Chad Matejcek
- 1,428 Felipe
- 1,427 Machado-Santanna
- 1,426 Nicholas Gerstenlauer
- 1,426 Brandon Minor
- 1,424 Cheetara Austin
- 1,421 Elena Pezzulo
- 1,418 Nickia Anderson
- 1,417 Steven Stensrud
- 1,416 Peter Kaplanis
- 1,409 Nicholas Alvaro
- 1,402 Iman Chehli
- 1,400 Ronald Jones
- 1,398 Mathew White
- 1,398 Jacqueline LaBlanc
- 1,396 Monica McKinney
- 1,396 Bonnie Dupre
- 1,396 Paul Ormes
- 1,395 Rubin Chaimov
- 1,394 Wendy Kleiner
- 1,394 Thomas Dillon
- 1,392 Eugene Kashkin
- 1,392 Mario Andres Chavez
- 1,391 Andre Howell
- 1,391 Catherine Curtis
- 1,390 Dwayne Gomez
- 1,390 Soonalotea Toogaga
- 1,389 Shanita Elmers
- 1,389 Frederick Noel
- 1,388 David Rockway
- 1,388 Henry Ingraham
- 1,385 Alex Paguio
- 1,384 Hye Yun
- 1,383 Hector Sartori
- 1,382 Myroslava Domitryak
- 1,381 Hawa Kaba

- \$1,381 Ashley Bodnar
- 1,381 John Lucas
- 1,380 James Hingst
- 1,377 Megan Johnson
- 1,376 Joseph Sheffield
- 1,375 Timothy Blackburn
- 1,373 Dustin Holtz
- 1,372 Shaun Perritt
- 1,372 Anne Ryding
- 1,367 Scott Kim
- 1,364 John Mauceri
- 1,363 Miguel Oliva
- 1,361 Heydy Javier
- 1,361 Pita Pelenato
- 1,361 Emanuel Jimenez
- 1,360 Matthew Pengtakoon
- 1,360 Tammie Hartman
- 1,358 Lesina Ah Sue
- 1,355 Oscar Topete
- 1,355 Christopher Silakoski
- 1,354 Joshua Flanagan
- 1,353 Alvin Rucks
- 1,350 Sarah DeGroot
- 1,350 Levi Porto
- 1,349 Ian Pickett
- 1,348 Adam Montgomery
- 1,346 Nicholas Forrest
- 1,346 Brad Eckert
- 1,346 Aaron Chen
- 1,346 James Keefer
- 1,345 Chelsea Johnson
- 1,344 Jordan Arcuri
- 1,343 Kevin Wood
- 1,342 Nic Iagulli
- 1,339 Bilal Farsakh
- 1,338 Jonathan Palacios
- 1,338 Manuel Diaz
- 1,337 Shelbi Sofranko
- 1,336 Marcia McDuffie
- 1,334 Sarah Acker
- 1,333 Matthew Simonson
- 1,330 Jackie Okimoto
- 1,329 Raney Wiseman
- 1,321 Kannon McGeeg
- 1,326 Marc Demilia
- 1,326 Erna Gasanin
- 1,325 Daniel Mayer
- 1,323 Yasmeen Joseph
- 1,323 Tachane Akeel
- 1,318 Rhiannon Cheeks
- 1,318 Deshawn Portillo
- 1,315 Nickia Anderson
- 1,315 Dale Canterbury
- 1,311 Brittany Holtz
- 1,311 Glenn Hampton
- 1,310 Jana Van Vollenstee
- 1,308 Mathew White
- 1,304 Mercedes Phillips
- 1,302 Thomas Fleming
- 1,301 Casey Pfeffer
- 1,300 Amanda Bryan
- 1,300 Toby Painter
- 1,300 Kevin Haines
- 1,300 Nicole Oleksa
- 1,299 Brandon Johnson
- 1,298 Michael Abney
- 1,297 Marvin Fox
- 1,297 Wilmer Jimenez
- 1,295 Anna Midowicz
- 1,293 Cameron Bell
- 1,293 Anita Ferris
- 1,292 Sarah Dulany-Gring
- 1,290 Samson Adelufosi
- 1,290 Phillip Hackney
- 1,289 Ashley Johnston
- 1,288 Casey Kunash
- 1,288 William Silas
- 1,283 Athea Buchanan
- 1,280 R Alexander Woodruff

- \$1,278 Alyssa Cole
- 1,277 Eugene Minter
- 1,276 Prince Harris
- 1,271 Patrick Donovan
- 1,270 Daniel Lahood
- 1,266 Christopher Weilandt
- 1,266 Jordan Endsley
- 1,264 Halena Khan
- 1,263 Erika Holmes
- 1,262 Karla Petatan
- 1,262 Latanya Cheathom
- 1,262 Dilushi Perera
- 1,260 Daniel E Austin
- 1,259 Yolette Mompoin
- 1,258 Lance Watson
- 1,257 Robert Drake
- 1,256 Taylor Natale
- 1,256 Brandon Leonardo
- 1,252 Oscar Topete
- 1,252 Julie Aprahamian
- 1,251 Jessica Rhoades
- 1,250 David Powers
- 1,250 Preeti Sahgal
- 1,249 Badr Elkousy
- 1,248 Violetta Goldman
- 1,246 Connor McCollum
- 1,244 Maughan-Evanson
- 1,243 Brenna Schmidt
- 1,243 Javier Roe
- 1,240 Joseph Stubblick
- 1,240 Brent Bowling
- 1,240 Kevin Absolon
- 1,236 Juan Torres
- 1,233 Andrew Tang
- 1,230 Andre Gordon
- 1,229 David Schanuel
- 1,227 Sarah Hall
- 1,227 Raymond Angeles
- 1,224 Walter McCormick
- 1,224 Eric Antwi
- 1,223 James Laster
- 1,222 Glenn Reddick
- 1,221 James Arakawa
- 1,220 Kendra Sabin
- 1,219 Erica Simpson
- 1,219 Steven Ostroth
- 1,219 Jeremy Young
- 1,218 Sandra Linse
- 1,217 Tonia Reaves
- 1,210 Taylor Nathaniel
- 1,209 Kerry Matthews
- 1,209 Sara Rostamjilalian
- 1,207 Jeffrey Spanaus
- 1,206 Cherie Mohan
- 1,204 Lazette Hamilton
- 1,204 Stuart Pagan
- 1,203 Justine Dennis
- 1,203 Dawn Montgomery
- 1,203 Nadine Smith-Johnson
- 1,202 Jordan Lacy
- 1,202 Marzuwoa Brown
- 1,202 Anita O'Brien
- 1,201 Marcus Trice
- 1,199 Jared daCruz
- 1,198 Susan Price
- 1,197 Leah Unzicker
- 1,197 Wilmer Jimenez
- 1,195 Arima Stout
- 1,195 Karen Fleming
- 1,195 Ester Kim
- 1,194 Katie Tu
- 1,193 Andrew Bishop
- 1,192 Roif Wick
- 1,192 Nathan Montgomery
- 1,190 Tina Franklin
- 1,188 Brian Fuller
- 1,187 Lisa Burleson
- 1,186 Zachary Martinez

- \$1,182 Pablo Zetina
- 1,180 Richard Whyte
- 1,179 John Catalano
- 1,173 Daryl Graham
- 1,173 Steven Mencis
- 1,172 Garret Kun
- 1,171 Myaa Fallon
- 1,171 Victoria Varney
- 1,170 Billi Jo Hawkins
- 1,166 Brittany Chellette
- 1,166 Michael Givens
- 1,161 Liliana Rodriguez
- 1,161 Bryan Hip-Kam
- 1,160 James Jones
- 1,160 Lillian Carroll
- 1,159 Taylor Thompson
- 1,157 Phyto Phyto
- 1,155 Rachel Brooks-Kane
- 1,154 Ricardo Garavito
- 1,152 Dexter Phillip
- 1,152 Bernardo Lopez
- 1,152 Christopher Davidson
- 1,145 Linh Lam
- 1,145 Rebecca Sheffer
- 1,144 Ashleigh Meador
- 1,144 Juan Nunez
- 1,143 Roger Rau
- 1,142 Timothy Scee
- 1,141 Brandon Berger
- 1,138 Miguel Fajardo
- 1,137 Sung Oh
- 1,135 Latasha Erwin
- 1,134 Michael Burningham
- 1,133 Jamichael Smith
- 1,133 Shaminder Sahota
- 1,132 Kayla Fruge
- 1,130 Margaret Kalina
- 1,127 Jarrett Bowers
- 1,127 Tanner LaForge
- 1,125 Orlando Mayorga
- 1,124 Tyler Perry
- 1,122 Nicholas Neilan
- 1,122 Vito Sosic
- 1,120 Amber Jeanne
- 1,120 Valerietina Colbert
- 1,120 Julia Loboda
- 1,118 Aaron Anderson
- 1,118 DeAnthony Hartman
- 1,116 Nicholas Lasala
- 1,115 Parang Jodat
- 1,115 Robert Novotne
- 1,114 Kadeem Parkes
- 1,113 Rebecca Arch
- 1,113 Deborah Paredes
- 1,110 Shiv Patel
- 1,104 Kimberly Martinez
- 1,103 Luckey Boston
- 1,103 Vito Sosic
- 1,102 Alain Abaya
- 1,100 Gregory Helm
- 1,099 Ronald Saling
- 1,099 Coral Ashe
- 1,098 Jon Golin
- 1,097 Dylan White
- 1,096 Jordan Warner
- 1,096 Nadia Nix
- 1,093 Terika Redding
- 1,093 Noel Rose
- 1,092 Kamillah Brock
- 1,089 Mina Pan
- 1,088 Brittini Kwecien
- 1,085 Luis Garcia
- 1,084 John Lamere
- 1,083 Brett Van Effen
- 1,082 Farhood Kiassaty
- 1,082 Peter Nguyen
- 1,081 Adam Davidson
- 1,080 Clarissa Armstrong

WORLD'S GREATEST BONUS - CONTINUED

\$1,080 Nicholas Stewart
1,080 David Rigney
1,079 Christopher Coppage
1,078 Steve Hartman
1,077 Ayrilahn Johnson
1,077 Nicholas Deliberto
1,076 Kierra Goodwin
1,074 Sheralyn Gonzalez
1,074 Carly Ferraro
1,073 Helen Taylor
1,073 Michael McClintock
1,070 Mark Noel
1,069 Peter Iversen
1,064 Richard Pazak
1,064 Connor Cleary
1,064 Dylan Klotz
1,063 John Carter
1,062 Jeremy Welton
1,062 Thomas Miller
1,061 Tibor Simon
1,058 Milan Sharma
1,057 Paul Angelopoulos
1,057 Maria Ramirez
1,057 James Winfield
1,054 Julian Johnson
1,053 Amanda Dickinson
1,051 Scott Harris
1,051 Christopher Griffin
1,051 Pawel Drozd
1,051 Rosita Tumpap
1,050 Pablo Gutierrez-Guzman
1,050 Jonathan Minenna
1,050 Yvette Nelson
1,048 Calvin Irving
1,045 Marharyta Abremaska
1,045 Johnathan Mayfield
1,045 Jacob Horton
1,043 Allan Ciliez-Martinez
1,043 Daniel Foore
1,042 Anthony Sava
1,042 Eli Parra
1,041 Nicholas Shelton
1,041 Kristin Cesarz
1,041 Rakesh Jain
1,040 Alex Smith
1,039 Maria Diringer
1,039 Jaime Baez
1,039 Conrad Cole
1,038 Chase McCabe
1,038 Hugo Flores
1,035 John Young
1,035 Lindsay Maring
1,035 Lidia Meglie
1,035 Mollie Uphoff
1,034 Douglas Miura
1,034 Jacob Halliwell
1,033 Alexander Chythlook
1,032 Michael Stark
1,031 Lorena Hernandez Sarabia
1,031 Juan Loyola
1,030 Fran Kolos
1,029 Eric Peyton
1,028 Solomon Mahe
1,028 Jessica Smith
1,027 Maria Luna Espinoza
1,027 Isiah Irving
1,026 Charles Carroll
1,026 Tyler Ray
1,022 Charles Roy
1,022 Rostyslav Yavorskyy
1,021 Michael Clower
1,020 Maggie Rhodes
1,019 Eric Clark
1,019 Easton Christensen
1,018 Catherine Phelan
1,018 Mary Robinson
1,015 Rami Ribahi
1,015 William Nesseth
1,013 David Hefflin
1,011 Tanisha Marizetts
1,010 Demarcus Gibson
1,009 Elena Riley
1,008 Michael Barahona
1,008 Nicholas Scordos

\$1,006 Anthony Verrett
1,006 Lora Beroja
1,005 Rhonda Boucher
1,004 Steven Trattar
1,003 Louis Berner
1,002 Adam Kidikas
1,001 Dustin Dettbarn
999 Deana Plaster
998 Patrick Knouse
998 Benjamin Weaver
997 Ronald McCormick
997 Yazmin Torres Colon
997 Maxwell Dym
997 Viktoriya Ramirez-Meraz
996 Ricardo Alanis
992 Logan Klink
992 Maura Moncada
992 Blake Widmann
991 Joshua Nkwocha
989 Luiz DeOliveira
988 Dean Gushi
988 Ismini Vocas
988 Niurka de Armas-Duran
988 Paul Yedor
987 Craig Clever
986 Scott Hanna
986 Nicholas Bigec
986 Ascer Barlatier
985 Ruth Charlesworth
984 Michelle Seaman
984 Terrence Smith
983 Jermelee Wilson
981 Sierra Chiappolini
980 Daniel Rivera
980 Brian Hutchings
980 Jesse Spencer
976 Jennifer Reed
976 Allan Ciliez-Martinez
976 Cynthia Riddle
974 Anna Senra
973 Timothy Penso
973 Alfonso McClinton
971 Bryant Basnett
970 Ashleigh Clapper
970 Derek Foore
970 Joshua Crisp
969 Brooklyn Burrell
967 Darren Lawhon
967 Mohannad Mekawy
967 Corey Moore
966 Mia Montgomery
965 Yairaniz Figueroa-Ruiz
964 Robin Gonzalez
963 Cassidy Stock
963 Kenny Pineda
962 James Lawson
961 Carroll Boro
961 Gregory Wingarter
959 Richard Amato
958 Manuel Matos
955 Eric Hidy
954 Shekela Quarles
954 Michael Clemente
954 Benjamin King
953 Shavada Newman
952 Catherine Flaherty
950 Darla McKay
949 Kimberlee Spooner
948 Larry Finch
948 Morgan Dennis
948 Lynn Doolittle
948 Adam Peters
947 Lyubomyr Stefanyshyn
945 Paul Campbell
945 Avalon McLeod
944 James Buch
944 Tiffany Babin
943 Derek Pratt
943 Manuel Mancha
942 Fatima Pina
941 Kalen Dugan
941 Omar Billy
940 Austin Soboleski
940 Jorge Alvarez
939 Bradon Vanwinkle

\$939 Gregory Hayman
938 Jamell Ramsay
938 Diane Williams-Lewis
938 Ashley Kelly
937 Juanita Burton
934 Junbin Koh
933 Steven Sparkes
933 Derek Wright
933 Toni Mussara
933 Pamela Faircloth
932 Kimberlyn Wraygore
932 Kevin Gill
932 Renada Bogan
931 Erin Noll
930 Keisha Mitchell
930 Logan Klink
929 Nessa Long
929 Terrina Chism
928 James Ware
928 Denzel Banford
927 Lindsey Whitehurst
927 Nicole Bromley
927 Nada Pennington
927 Glen Henry
927 Christopher Powell
926 Arnaud Juleau
926 Ruben Santillana
925 Gage Hatfield
925 Ruth Charlesworth
923 Derrick Coates
923 Gabriela Terrazas
922 Alma Garcia-Tuniz
922 Susan Landry-Lotman
922 Paul Dempsey
922 Nadezhda Vitchev
922 Lisa Richardson
921 John Perry
921 Elliott George
919 Raven Taylor
918 Ronald Marx
917 Michael Stelly
917 Lydia Lozano
916 Bryant Rayford
915 Jonathan Russell
915 Casey Willis
914 Lundy Lichte
914 Ryan Hillman
913 Damarkus Loyd
913 Tanya Kuzmenko
912 Salma Saleh
911 Kaitlyn Estes
910 George Young
910 Michael Checkuck
910 Armin Farahbakhs-Priebe
909 Felix Gonzalez
909 Jeanette Caputo
909 Darryl McDougal
908 Jason White
908 Donnalesa Cross
908 Daisy Mayama
907 Andrew Gunn
907 Nina Blackmon
907 Nicole Wohlgenuth
905 Glenn Cole
905 Kesho Farrell
904 Erica Bell
904 Torrey Hardy
903 Suleika Vasquez
902 Jaimie McKinney
902 Martin Robinson
901 Dillon Goldman
900 Jason Green
900 Cristina Fox
900 Lee Goldman
899 Charles Portis
898 Jonathan Dupre
898 Neil Valles
898 Steven Sibelman
898 Janett Reyes
895 Virginia Lee
891 Kalen Dugan
891 Omar Billy
894 Austin Soboleski
894 Lamine Diakhate
893 Michael Davis

\$893 Tramicka James
893 Douglass Floyd
893 Reina Torres
893 Thomas Lypps
893 Sasha Cogan
892 Jack Fleming
892 Regina Wright
891 Beatriz Chacon Huizar
891 Danielle Trenier
891 Sarah Zimmer
889 Travis Kovach
889 Kathreana Nicolette
888 Martin Miller
888 Cori Raviart
886 James DePetro
886 George Shafiek
885 Aaron Brugette
885 Marnita Stafford
885 Thomas Prather
885 Herivelto Pereira
884 Shannon Stewart
882 Michal Ortiz
882 Christopher Edmunds
881 Matthew McKibbin
881 James Bonaccorsi
880 Justin Brown
879 John Hargett
879 Noli Alea
879 Driyus Boyd
877 Shai Mate
875 Elizabeth Shayler
875 Derek McCarty
874 Benjamin Albert
873 Aidilma Ferreira
870 Marianne Derome
870 Martha Toilolo
869 Jaclyn Soto
868 John Gibbs
868 Sheila Fowler
868 Mario Millicia
868 Joshua Lynch
867 Angela Black
867 Jeremiah Rusk
866 Mark Tusing
866 Garrett Shelton
864 Sophony Jorvelus
863 Yolanda Harris
862 Jessica Negron
862 Rebekka McCoy
862 Rodgericus Smith
861 Melissa Eyerly
861 Inna Parasych
861 Hagar Kaufman
860 Danyelle Krause
860 Phillip McEfresh
859 Hazel Craig
858 Jeffrey Osburn
858 Regina Choice
856 Joy Mingo
856 Devon Justice
854 Robert Smith
853 Gian Trindad
853 Victor Fesinger
852 Monica Goulbourne
850 Britny Williams
850 James Swinton
849 Rachel Dychtwald
849 Brazilian Mitchell
849 Kushinga Baudi
848 Paul Evtushenko
848 Martin Robinson
844 Debra Sandstrom
843 Lindsay Nielsen
843 Marysa Maggio
843 Deante Young
843 Francis Ingulli
842 Daniel Mahoney
842 James Watkins
841 Samuel Geissingner
840 Kenneth Compton
840 El Faught
840 Ashley Bailey
840 Rhonda Verner
839 Jennifer Acevedo
838 Kamal Yassin

\$838 Lloyd Kishi
835 Shams Kaddoura
835 James Owens
834 Katie Drake-Cook
833 Dawn Zeccardi
832 Phillip Youn
831 Timothy Moody
831 Stephanie Lovins
830 Darrell Ballard
830 Gerald Zimmer
829 Michael Russin
828 Christopher Banks
828 LaToya James
828 Jacob Rochefort
828 Kameelah Salter
825 Cheryl York
825 Jake Yagjian
824 Lindsey Dettwiller
824 Brenda Aichele
822 Patrick Rooney
821 Elliot Levy
821 Nikki Miner
821 Hinda Grayman
820 Shannan Millar
820 Anthony Demeo
820 Howell Smith
819 Brandon McCauley
818 Megan Hilbert
818 Haley Tucker
816 Charles Floyd
815 Thomas Gunn
815 Anmmarie Agui
814 Maxo Tanis
814 Benjamin Mancillas
813 Mahrukh Ali
813 Lige Li
813 Michael Boxell
812 Amanda Krywy
812 Scott Hannon
812 Carl Lindsay
812 Holly Bonhorst
811 Jamond Veals
811 Melissa Gonzalez
810 Elias Boles
809 Reginald Surratt
809 Velton Jones
807 Joel Jesurun
807 Gabrielle Gross
807 Claire Tannett
806 Michael Musso
805 Claire Morgan
805 Marc Thebeau
804 Bennett Smith
800 Diego Romero
800 Justin Miller
797 Douglas Zigby
797 Charles Adkins
797 Asiguy Haugabook
797 Farris Tyab
796 Frank Kacvinsky
796 Belaid Belkaid
796 Heather Webster
796 Jennifer Jantzen
796 Spencer Simmons
796 Zachary Bradshaw
796 Britny Laffoon
795 Jay King
795 Amber Bolton
794 Forest Fuehrer-Botdorf
793 Thomas Huynh
791 Kelvin Brown
791 Edward Nguyen
790 Amir Kashif
790 Courtney Hayes
788 Jelissa Johnson
788 Lacey Davies
786 Kimberly Paul
785 Matthew McCall
785 Brian Murray
784 Rory Cook
783 Tiffany Stevens
783 Nancy Rojas
782 Zachary Stocum
782 Hoang Nguyen
782 Jennifer Acevedo
781 Timmy Ongwela

\$781 Andrew Wright
781 Joshua Yurinko
780 Brittany Curry-Jack
779 Sarah Horner
779 Suche Mfornyam
778 Fred Greenawalt
778 Michael Malla
777 Tammie Kestlake
777 Thurla Sanders
777 Gerald Zimmer
776 Alejandro Pineda
776 Belinda Rickles
776 Nicholas Peters
775 Erica Campbell
775 Michel Lavelanet
774 Jorge Leon
773 Samiqua Robinson
773 Erika Torres
770 Sydney Normand
770 Aneshia Walker
712 Lakeita Opre
769 Kehinda Pryor
769 Chamea Hamson-Lewis
769 Maria Fe Abad-Barte
768 Temesghen Starr
767 Kyle McAndrews
767 William Kubik
764 Zollette Hooks
764 Kamal Tayyib
764 Evelyn Perez
764 Paul Torman
763 Joseph Ardoin
763 Richard Sidoti
762 Johnny Ramos
760 Nico Baldelli
760 Mercedes Hudson
760 Jeffrey Tanner
760 Stephanie Lampkin
759 Tyler Moore
758 Amanda Hardy
757 Man Tak Tong
757 Jadelene Welty
757 Kristina McLain
757 Chad Hammond
756 Crystal Morrisette
756 Peter Hudousek
756 Del Roule
755 James Lafata
755 Michelle Eudy
755 Jeremy Rivers
752 Clara Santow
750 Micah Focken
749 Angelique Piquion
748 Howell Fesq
748 Jamie Tan
748 Margaret Eggleston
748 Timothy Peeler
747 David Valdes
747 Bobby Beasley
747 Raymond Kwong
745 Trevor Baynes
745 Tabitha Witherell
744 Michael Moran
743 John Vacca
743 Kyra Stone
743 Seth Tuft
740 Julie Greene
740 Ashley Rouselle
739 Emma Konan
738 Pakisha Dowling
737 Scott Gassner
737 Brittany Pearl
736 Virginia Rice
732 Rhien Pounds
732 Lori Ashimi
731 Brock Lampe
731 Anthony Estes
730 Maanita Meneses
730 Mark Hoban
728 Shirley Jackson
727 Dawn Clementi
726 Vashawn Nelson
724 Julianne Jackson
723 Albert Hassel
723 Jordani Keith

\$721 Alan Pazmino
721 Delores Aguilera
721 Kelsi Jewell
720 Blake Tomblin
719 Lukas Klepacki
719 Travis Brown
719 Nathan Handrahan
718 Jamaris Coleman
718 Justin Diaz
718 Briana Cooper
716 Karen Gates
716 Sean Carey
715 Jeanne Santos
715 Marcus Martin
715 January Margie
714 Andre Allen
713 Jon-Christopher Clark
713 Erika Torres
713 Sydney Normand
712 Aneshia Walker
712 Mahdi Smith
712 Jett Barnes
710 Kasi Hobbs
710 Sharon Price
709 Cara LaVallee
709 Mark Dominguez
709 Maria Gutierrez
708 Toya Winn
707 Nicholas Gasparro
706 Ludit Nimhurchu
706 Ryan Kendil
705 Simone Hunter
704 Laura O'Mary
704 Jeremy Cutlip
704 Brenna Jensen
703 Andre Ramsey
700 Muhammed Hassen
697 Lynn Provencher
697 Jamie Sheffield
695 Denise Warren
695 Karen Lamey
694 David Butterfield
694 Odilia Goulart
694 Yihsin Huang
693 Michael LaVolpe
693 Erick Adams
691 Albert Lee
691 Thomas Christensen
691 Skyler Hornung
690 Stacy Cathell
690 Paolo Dandrea
689 Beverly Sibert
688 Roy Bartell
688 Robert Pawlewicz
687 Morly Richards
686 Cameron Cimino
686 Justin Langhill
685 Evelyn Reid
685 Hyunchul Chung
684 Alexander Johnston
683 Perla Larios
683 Tarek Elabasy
682 Jordan Seguin
682 Heather Miller
682 Ala Awad
682 Kevin Ness
682 Kendra Albritton
681 Carlos Diaz
681 Caroline Daviduk
679 Aaron Parks
679 Christopher DiMarco
678 Brian Lane
678 Diane Harnack
678 Donna Bodine
676 Vera Leus
676 Madison Thach
675 Antionette Pringle
675 Loretta Wojcik
674 Dale Brown
674 Barkley Collinson
672 Collin Wilson
672 Marisa Hudson
672 Julianne Jackson
672 Dewshanker Singh
671 Armando Salva


\$671 Tereesha O'Neal
670 Wayland Adams
670 Jesus Parra
669 Lori Bracco
669 Karen Bates
669 Kenji Dubuisson
668 Michael Lazure
667 Angela Stinnett
667 Thomas Lafferty
665 Justin Rios
665 Alexandra Purvis
665 Caroline Chambers
664 Sokol Fazliu
664 Leroy Amsterdam
663 Rochelle Whittle
663 Nicholas Carris
663 Jean Cobbs
663 Steve Michel
662 Jonathan Maust
662 Michael Smith
662 Lindzy Egan
662 Colin Ghee
661 Brittany Crook
661 Austin Cover
660 William Kubik
659 John Franklin
618 Austin Hamilton
657 Richard Beck
656 James Morris
656 Cassandra Cantner
655 Clayton Hedrick
655 Louis Lachney
655 Carolle Landry
654 Shayla Williamson
654 Anthony Norris
654 Funmilola Elumade
654 Vincent Andreotti
653 Noor Salah
653 Jesse Nightingale
652 Lauri Roberts
652 Jodi Holter
652 Tulann Wright
652 Annette Wilton
651 Pablo Martinez
651 Mark Auvil
651 Christian Stackhouse
651 Andrew Diskin
651 William Tompkins
651 James Williams
650 Aryeh Freedman
650 Raymond Mazzella
650 Tafaoale Ahmau
649 Machozi Pondamali
648 Whitney Taylor
648 Brenda Warren
647 Michael Hale
646 Travis Wiley
646 Teri DeBroeck
645 Donte Grant
645 Ashley Conte
644 Mark Phillippe
644 Andre Taylor
643 Kyra Stone
643 Jessica O'Campo
643 Devon Lough
643 Laura Keefe
640 Stefan Johannsson
640 Tanisha James
640 Samiuela Vaea
640 Jamar Fisher
639 Daniel Paulan
639 Darren Sabolic
639 Danislava Dramsazova
638 Diana Henry-McCool
637 Jason Brown
637 Roger Gantner
637 Paul White
636 Joseph Curran
635 Johanna Rios
635 Stephanie Brockman
635 Barbara Geier
634 Orey Yates
634 Jordan Keith

\$633 Temuera Olliver-Nathan
633 Nadeem Musheer
633 Chantel Nakata
630 Celeste Freeman
629 Nicholas Casias
629 Curtis Scheerschmidt
628 Cori Bowlin
628 Barry Pincock
625 Jessica Manko
625 Kyle Linardi
624 Sean Boglin
624 Maria Craiu
624 Russell Goldfinger
624 Gregory Bonnes
623 Joshua Lewellen
623 Paavo Cymanow
622 Christal Hawthorne
622 Justin Sutton
621 Kolbe King
621 Evan Cross
620 Joseph Gallagher
620 Taylor Peterson
619 Amr Shater
619 Brian Gilmore
619 Derek DeProspero
619 Christopher Zadlo
618 Afiuva Vaai
618 Henderson Huynh
616 Schuyler McCabe
616 Jeff Hutchinson
616 Gina Merico
615 Jennifer Hartmann
615 Bruce Robinson
615 Fabian Aniekewensi
613 Keri Roberts
613 Heather Bubadias
612 James Weir
612 Lawrence Hauck
612 Steven Ramirez
612 Derrick Springer
612 Shantell Kendrick-Worman
611 Brendan Franklin
611 Ryan VanNoy
611 Chandler Groves
611 Gregory Norris
610 Genaro Sepulveda
610 Justin Smith
610 Dionte Lampley
610 Liana Woodard
609 Leticia Washington
609 Tori Murakami
608 Jodyann Peters
608 Eric McKee
607 Keenan Taylor
607 Megan Hall
606 Christina Croslin
606 Nicole Kunis
606 Heath Bailey
606 Christopher Maier
606 Josh Okray
606 Brandon Ruis
605 Slavita Hut
604 Richard Johnson
604 Judy Dawson
604 Glyn Hurst
603 Laura Keefe
603 Rene Reyes
603 Elaine Brooks
602 Kanielhua Claus
602 Breann Haley
602 Michelle Cleveland
602 Murray Nagler
601 Awilda McHugh
601 Candice Sawyer
601 Jordan Barnett
601 Mondra Jordan
601 Anthony Maximo
600 Donald Bickel
600 Ryan Locke
599 Rawad Elghadban
599 Carlos Murray
599 Shawn Narula
598 Olivia Camayd

\$598 Shannon Brantley
598 Nicholus Vinson
597 Tanya Shaw
596 John O'Neal
595 Isaac Richardson
595 Alexis Merchant
594 Taylor Glielmi
594 Alex Rozotto
593 Donnie Purcell
593 Lawrence Hadley
593 Joseph Corwin
592 Revann Wilson
591 Martin Connour
590 Sunnie McRee
590 Jacob Davis
590 Harold Edwards
589 Sandra Diaz
588 Johny Remy
588 Lea Lewishicks
587 Kyle Schroeder-Gumicz
587 Samantha Erbe
587 Iyad Azar
587 Elizabeth Garcia
587 Rebecca Prentice
586 Margarita E Aguilá Campos
586 Lynn Duray
586 Risa Moniz
586 Demetrius Lucas
585 Michael Neuendorf
585 Brian MacDonald
582 Tetsuya Ishida
580 Freddie Nabors
579 Pascal Amar
579 Claude Perry
579 Sonia Tyner
579 Velinda Ring
578 Elliot Rush
577 Jahara Lewis
577 Anthony Hill
577 Erika Michaels
576 Timothy Bowen
576 Mike Bray
575 Derrian Brown
575 Dustin Kiss
575 Stephen Southworth
574 Erik Graham
574 Richard Halliday
574 Jacqueline Taylor
574 Kevin Appasamy
574 Calvin Castenello
573 Sashia Veerman
573 Loy Jenkins
572 Joseph Swearingen
571 Kaitlyn Brandt
571 Bereniz Vargas
570 Dina Washington
568 Gustavo Gutierrez Ortuno
568 Craig Arakawa
568 Tiffany McGraw-Legere
567 Adam Boggs
5


LEADERSHIP BONUS

1




MARC SALVAGGI
\$61,708
Surace-Smith

2




PATRICK BENDURE
\$45,663
Surace-Smith

3




ZACH OTTO
\$41,352
Sabrina Lloyd

4



NICHOLAS MOORE
\$40,063
Durhon Oldham

5



MARIAN SERTLER
\$38,867
Sabrina Lloyd

MARCH BONUS LEADERS

March Bonus Payout: \$2,395,424
March Bonus Qualifiers: 575

- \$61,708 Marc Salvaggi
- 45,663 Patrick Bendure
- 41,352 Zach Otto
- 40,063 Nicholas Moore
- 38,867 Marian Sertler
- 33,914 Joshua Krueger
- 33,714 Joshua Dishong
- 32,047 Matthew Diulus
- 31,394 Bobby Szwaja
- 29,139 Antonio Reyes
- 29,164 Bobby Gujral
- 27,659 Robert Kanaan
- 25,598 Daniel Hartwig
- 24,487 Britton Costa
- 23,951 Ryan Wilson
- 23,467 Ryan Fickert
- 22,697 John Conard
- 20,486 Doreen Ryan-Foti
- 20,119 Corey Helly
- 19,310 David Wang
- 18,848 Harold Durana
- 18,802 Richard Mansfield
- 18,361 Matthew Parks
- 18,321 Christopher Akins
- 18,197 Stephen Giddens
- 18,061 Jake Yagjian
- 17,649 Michael Clemente
- 16,993 Troy Plummer
- 16,610 Justin Adams
- 16,321 Andy Sertler
- 15,711 Christina Meyer
- 15,650 Robert Smith
- 15,628 Avi Kauderer
- 15,500 Levar Morgan
- 14,931 Eric Ebbitt
- 14,405 Alon Fischer
- 14,245 Magda Figueiredo
- 13,932 Rodney Ward
- 13,545 Stephen Hill
- 13,484 Steven King
- 13,308 Sean Velasquez

- \$13,071 Richard Dyer
- 12,997 Ernest Powell
- 12,665 Sokol Fazliu
- 12,595 Patrick Stenglein
- 12,262 Chelsie Otto
- 12,143 George O'Shea
- 12,128 Morgan Lobello
- 12,099 Roger Fung
- 11,887 Ryan Stenglein
- 11,887 Brent Bowling
- 11,155 Muhammed Ashraf
- 10,982 Brian Zuzick
- 10,820 Patrick Guthrie
- 10,515 Dean Jensen
- 10,448 Mohammed Moalawi
- 10,422 Matthew Conrad
- 10,314 Nicholas Scordos
- 10,288 Syed Quadri
- 10,234 Dan Ikei
- 10,191 Christopher Hintz
- 10,177 Aaron McLean
- 10,176 Brett Gryska
- 9,938 Matthew Turnquist
- 9,936 John Nieves
- 9,837 Albert Lau
- 9,823 Atta Saleh
- 9,696 Charles Ferrari
- 9,648 Andrew Wagner
- 9,554 Michael Gerstein
- 9,367 Joshua Olin
- 9,353 Craig Ebinger
- 9,283 Ryan McIntosh
- 9,265 AshLynn Orng
- 9,152 Dustin Dunlap
- 9,102 Evan Holzhauser
- 8,962 Ryan Bisanz
- 8,921 Andre McCallum
- 8,829 Michael Stuver
- 8,751 Begona Patino-Lopez
- 8,665 Brandon Teter
- 8,658 Blake Higuchi
- 8,626 Andre Bent

- \$8,575 Erez Shabtay
- 8,557 Nasr Quadri
- 8,515 Brian Gilmore
- 8,433 Melinda-Rae Lyse
- 8,305 Jordan Chalom
- 8,299 Gabriela Sime
- 8,295 Evan Donoghue
- 8,128 John M McGrath
- 8,109 Chad Potts
- 8,077 Joshua Jackson
- 7,961 Robert Hamilton
- 7,953 London Nelson
- 7,910 Jameetri Washington
- 7,800 Trevor Mayer
- 7,662 Brandon Summertown
- 7,526 Gevorg Yanukyan
- 7,337 Kade Beck
- 7,281 Jesse Doherty
- 7,259 Mark Dombrowski
- 7,191 Alex Roland
- 7,165 Richmond Gerrish
- 7,162 Jason Bratin
- 7,159 Lamar Livingston
- 7,134 Alexandra Graham
- 7,108 Shahab Mahdavejad
- 6,947 Adeyemi Akinade
- 6,933 Christopher Dicks
- 6,782 Nicholas Lorence
- 6,668 Kody Kramme
- 6,525 Juan Olvera
- 6,417 Casey Kunash
- 6,388 Timothy Wilson
- 6,373 Jimmy Tchen
- 6,347 Brandon MacDonald
- 6,286 Ho Tran
- 6,220 David Higa
- 6,170 Jinelly Urena
- 6,141 Paul Samra
- 5,941 Samuel Cohen
- 5,904 Rita Haidinger
- 5,875 Michael Laramie
- 5,818 Chris La Fond

- \$5,706 Bradley Kampmeier
- 5,622 Taylor Black
- 5,609 Cara DeFiore
- 5,603 Steve Svendsen
- 5,540 Devon Chapman
- 5,530 Julianne Scavo
- 5,467 Duni Olusegun
- 5,431 Jonni Ng
- 5,321 Hussain Mir
- 5,314 Reynolds Akuamoa
- 5,314 Stephanie Kell
- 5,235 Pablo De La Cruz
- 5,178 Hunter Houvener
- 5,161 Bradley Christiansen
- 5,116 Brandon Edens
- 5,106 Corey Hallam
- 5,084 Marisa Willgruber
- 5,066 Aaron Ralston
- 4,910 Alberto Alcala
- 4,868 Richard Barbour
- 4,852 Tucker Gregor
- 4,822 Melne Hughes
- 4,799 Allen Watson
- 4,786 Ashley Wenning
- 4,755 Brandon Minor
- 4,728 Michael Musso
- 4,638 Scott Wheeler
- 4,522 Christopher Murray
- 4,521 Jason Cox
- 4,520 I-Perfection Harris
- 4,490 Tina Phongsavath
- 4,461 Tyler McKnight
- 4,441 Joshua Rush
- 4,431 Michael Denton
- 4,407 Stephen Jeung
- 4,342 Nicole Sanders
- 4,293 David Rigney
- 4,253 Patrick Knouse
- 4,241 Ryan Tomajcik
- 4,213 Holly Lacey
- 4,089 David Guzman
- 4,071 Andrew McQuade






- \$4,052 Natalie Linker
- 4,047 Steve Surace
- 4,001 Scott Montgomery
- 3,968 Tyler Worstell
- 3,961 Monica Brown
- 3,952 William Robinson
- 3,948 Charley Forshee
- 3,905 Carl Carlberg
- 3,878 Slavita Hut
- 3,868 Joy Vann-Austin
- 3,848 Joshua Rauser
- 3,800 Steven Warner
- 3,768 Eric Thompson
- 3,763 Mia Mitchell
- 3,761 Andrew Chambers
- 3,739 Derek Foore
- 3,732 Beau Locker
- 3,665 Darren Miller
- 3,654 Angela Landry
- 3,613 Kelvin Fernandez
- 3,601 George Taramas
- 3,586 Aaron Friedlander
- 3,557 Carrie Hammer
- 3,549 Erica Fitzsimmons
- 3,527 Sharif Grays
- 3,473 Alix Albright
- 3,422 Devin Adams
- 3,420 Michael C Williams
- 3,391 Jamil Harris
- 3,359 Todd Glazer
- 3,348 Robert Park
- 3,307 Michael Williams Jr
- 3,292 Aaron Haynes
- 3,288 Salman Satti
- 3,258 Drew Sharp
- 3,167 Troy Williams
- 3,157 Timothy Bugge
- 3,154 Grant Myers
- 3,151 Paul Smith
- 3,146 Angel Martinez
- 3,105 Ricardo Subero
- 3,084 Daniel Franke
- 2,975 Daniel Toshner
- 2,950 Lisa Richardson
- 2,938 Andrew Bishop
- 2,873 Jenna Grola
- 2,858 Gregory Sampat
- 2,811 Ala Awad
- 2,788 Jordan Reinhold
- 2,783 Justin Diaz
- 2,771 Patrick Rieger
- 2,747 Mack Doby
- 2,745 Martyna Duda-Pasieka
- 2,737 Joseph Tomanovich
- 2,703 Mahadai Kryshundayal
- 2,702 Cameron Cimino
- 2,606 Mike Paragiou
- 2,596 David Nham
- 2,568 Ericka Martinez
- 2,567 Steve Bryant
- 2,561 Bryan Fronberger
- 2,554 Vinicia Moore
- 2,493 Jesse Benwell
- 2,493 Steven Rios
- 2,471 Patricia Cicerale
- 2,452 Timothy Buckner
- 2,430 Jessica Santamarina

- \$2,309 Joanna Hansen
- 2,266 Pamela Randle
- 2,261 Herman Fennell
- 2,241 Carlos Arballo
- 2,240 Edford Banuel
- 2,231 Nathan Doyle
- 2,218 DeAnthony Hartman
- 2,212 Frank Cordaro
- 2,207 Kimberly Hamilton
- 2,203 Matthew Dawson
- 2,200 Derron Alexander
- 2,200 Yussuf Elzein
- 2,196 Carrie Padgett
- 2,186 Matthew Cartwright
- 2,156 Troy Elliott
- 2,148 Elias Boles
- 2,113 Julia Loboda
- 2,109 Patrick Duray
- 2,094 Derrick Coates
- 2,039 Zathia Zarza
- 2,024 Daniel Walton
- 2,000 Philip Roffi
- 1,968 Andrew J Wilson
- 1,946 Christopher Shuman
- 1,943 Francis Ingulli
- 1,935 Jeffrey Hall
- 1,893 Johnny Ly
- 1,876 Bill Myatt
- 1,850 Alma Lozano
- 1,831 Amr Shater
- 1,828 Mark Hileman
- 1,815 Anita Ferris
- 1,771 Brittini Kwiecien
- 1,771 Roberto Navarro
- 1,736 Richard Johnson
- 1,714 Chelsea Wilbur
- 1,708 Austin W Smith
- 1,698 Jamie Cates
- 1,644 Matthew Cessna
- 1,642 Damaris Henderson
- 1,632 Vincent Meyer
- 1,577 Bryon Eddinger
- 1,522 Liam Flaherty
- 1,500 Micah Focken
- 1,496 Matthew Obringer
- 1,481 Glenn Martin
- 1,475 Lindsey Dettwiller
- 1,475 Aziz Farsakh
- 1,469 Asiguy Haugabook
- 1,469 Richard Gaffney
- 1,447 Gilbert Hicks
- 1,444 Kyle Schimizzi
- 1,443 Calvin Irving
- 1,429 Jessica Napiza
- 1,394 Angela Torres
- 1,384 Alifonzo W Garcia
- 1,360 Bryan Juskiw
- 1,358 Melissa Quintal
- 1,339 Dustin Dunbar
- 1,338 Ransley Vazquez
- 1,336 Shannon Longcore
- 1,335 Christina Jauch
- 1,328 Donte Grant
- 1,322 Elizabeth Chilson
- 1,289 James Franklin
- 1,272 Jonathan Jones
- 1,239 Joseph Kanaan

- \$1,231 Hyunchul Chung
- 1,224 Roghie Hassan Loo
- 1,197 Erika Michaels
- 1,197 Kimberle Spooner
- 1,193 Michael Russin
- 1,189 Christopher Rodriguez
- 1,175 Jeramey Pitman
- 1,152 Elyse Bryan
- 1,142 Virakbot Oung
- 1,140 Shane McGregor
- 1,135 Beaux Southern
- 1,113 Ariana Jones
- 1,109 John McDougald
- 1,094 Min Jiang
- 1,076 Brittany Pariente
- 1,075 David Hefflin
- 1,067 Richard Jones
- 1,060 James Sherwood
- 1,050 Orett Nelson
- 1,048 Timothy Watson
- 1,044 Haydee Burrola
- 995 Christopher Bennett
- 993 Anastasia Martens
- 990 Michael Russo
- 987 Michael May
- 980 Brandon R Baker
- 968 Jason von Rosenberg
- 954 Ryan Locke
- 952 Christopher McFoy
- 940 Jonathan Dunn
- 933 Christine Barbour
- 927 Jon Gelhorn
- 925 Heather Watts
- 913 Laura Frew
- 910 Gian Trinidad
- 898 Matthew Wolfanger
- 886 Shalom Chaimov
- 877 Nathan Hunt
- 876 Jamie Winters
- 866 Eric Snyder
- 866 Karen Mosley
- 864 Christine DiSanto
- 857 Debbie Ezernack
- 839 Peter Gabranski
- 833 John Bacaron
- 829 Man Tak Tong
- 829 Mandy Johnson
- 816 Jordan Kness
- 816 Kathryn Chaisson
- 812 Joshua Crisp
- 811 Marco Camire
- 797 Martha Zelaya
- 790 Lara Wyatt
- 786 Fred Greenawalt
- 779 Aaron Dupras
- 778 John Keslar
- 768 Alexander Spooner
- 750 Crystal Revilla
- 747 Jose Rubio
- 745 Mark Glazer
- 739 Matthew Bell
- 730 Anthony A Lopez
- 724 Levi Porto
- 723 Rebyka Watson
- 716 Ryan Hume
- 709 Jamie Allen
- 705 Jordan Lacy






- \$701 Tiffany Babin
- 678 Donrie Purcell
- 675 Shai Mate
- 672 Alta Herpel
- 671 Jennifer Young
- 671 Tarek Elabasy
- 667 Dana Black
- 665 Kyle Alden
- 658 Victor Agurto
- 651 Nikolas Moreschi
- 648 Jennifer Bettis
- 647 Gabriel Feldmann
- 641 Corey Moore
- 641 Jimez Parker
- 629 Joshua Randolph
- 625 Ariel Demesa
- 619 Jadelene Welty
- 618 Bonnie Dupre
- 616 Badum Maaloo
- 612 Brody Maughan-Evanson
- 608 John Kreidler
- 605 Krystian Drozd
- 602 Lesina Ah Sue
- 601 Ruben Santillana
- 590 Colin Bryant
- 587 Richard Pazak
- 580 Robert Novotne
- 576 Yuriy Kosovan
- 574 Stephanie Lovins
- 567 Christopher Favor
- 563 Brandon Griffin
- 557 Jason Lee
- 554 Takiyah Smith
- 553 Brenton Franklin
- 552 Delmy Diaz-Cervantes
- 552 Christopher Gray
- 551 Sina Heak
- 549 Morgan Lawson
- 532 Timothy Penso
- 529 Courtney Griggs
- 527 Henry McCormick
- 519 Heulett Suggs
- 503 Ryan Orloski
- 501 Joshua West
- 501 Edy Haddad

SA/GA DIRECT CODE FIELD TRAINING BONUS

1	2	3	4	5
				
DAVID PEEBLES \$16,780 Zachary Hart	ANDRE MCCALLUM \$8,849 Zachary Hart	KRZYSTIAN DROZD \$6,021 Sabrina Lloyd	ELIAS BOLES \$5,428 Durhon Oldham	FRANK RODRIGUEZ \$5,055 Giglione-Ackerman

- | | | | | | |
|--------------------------------|-------------------------------|-------------------------------|-------------------------------------|----------------------------------|----------------------------|
| 664 Bonnie Dupre | 635 Muzit Berhe | 605 Shalom Chaimov | 581 Scott Ross | 539 Michel Lavelanet | 517 Pedro Lemos |
| 654 John Bacaron | 635 Theodore Ryan | 603 Mike Paragiou | 579 Bryant Logan | 538 John Adams | 514 Skylar Chauvin |
| 650 Anthony Holmes | 633 Rachel Effenbein | 601 Matthew Halbmaier | 571 Pamela Randle | 535 Diego Chavez Arcia | 514 Liam Flaherty |
| 646 Henry McCormick | 632 Eric Butt | 601 Suzette Mangol | 570 Christina McGregor | 535 Kaisee Cogswell | 513 Chelsea Gobes |
| 646 Rickey Spencer | 632 Michelle Seaman | 598 Alexander Johnston | 562 Raphael Jaras-Dunfey | 533 Frank Stahmer | 512 Darrin Roberts |
| 644 Kaleiokamaile Viena | 630 Christine Buchanan | 595 Justin Barker | 562 Michael Trinh | 531 William Nesseth | 507 Schuyler McCabe |
| 642 Leonel Lazzano | 626 Major Clary | 595 Evron Simon | 561 John Kreidler | 530 Carlin Kaufman | 504 Steven O'Neil |
| 642 Whitney Taylor | 625 Gabriela Terrazas | 593 Kelly Schoenherr | 562 Jennifer Class-Rodriguez | 530 Yuriy Kosovan | 501 Luz Echeverria |
| 641 Rodrick Hahn | 624 Marcus Piccirilli | 593 Aden Schrock | 556 Rachel Mesnard | 530 Martin Robinson | 500 Jacob Carlson |
| 640 Thomas Soloweyko | 623 Laura Frew | 592 Charles Portis | 554 Mamdamba Faal | 527 Scott Gassner | |
| 639 Rebyka Watson | 620 Silvana Velez | 584 Joel Nunez | 554 Erin Noll | 520 Mahadai Krysthundayal | |
| 637 Heather Berg | 618 Jessica Napiza | 581 Shane Belle | 553 Samuel Robertson | 518 Dana Black | |

REINSTATEMENT BONUS

1	2	3	4	5
				
SAMI MOGANNAM \$4,939 Don Foti	FABIAN ANIEKWENSI \$2,988 Michael Vasu	JOSEPH B SMITH \$2,464 Simon Arias	NICHOLAS GASPARRO \$2,301 Sabrina Lloyd	MITCHELL LOOK \$2,157 Surace-Smith

MARCH BONUS LEADERS

March Bonus Payout: \$582,982
March Bonus Qualifiers: 635

- | | | | | | |
|-----------------------------------|-------------------------------------|------------------------------------|----------------------------------|--------------------------------------|--------------------------------|
| 16,780 David Peebles | 2,343 Geddes Robinson | 1,614 Demetria Thomas | 1,232 Alifonzo W Garcia | 1,030 Franklin Snyder | 855 Andrew Richardson |
| 8,849 Andre McCallum | 2,342 James Sherwood | 1,591 Jeramey Pitman | 1,230 Peter Yang | 1,022 David Palmer | 842 Jason Ashline |
| 6,021 Krystian Drozd | 2,288 Azar Afnan | 1,537 James Winfield | 1,226 Sanyo Galloway | 1,018 Toni Mussara | 842 Jorge Guerra |
| 5,428 Elias Boles | 2,252 Timothy Penso | 1,532 Tyler Worstell | 1,221 Casey Finley | 1,016 Jeremy Schroeder | 841 Marie Laine |
| 5,055 Frank Rodriguez | 2,241 Melissa Quintal | 1,530 Heulett Suggs | 1,220 Amanda McClain | 1,015 Julian McClain | 836 Craig Clever |
| 4,545 Eric Thompson | 2,191 Nicholas Lasala | 1,514 Joseph Kanaan | 1,214 Dexter Phillip | 1,010 Cheryl Phillips-Simmons | 836 Mchel Helgeson |
| 4,521 Paul Smith | 2,152 Viyarah Vongprachanh | 1,504 Gilbert Hicks | 1,212 Min Jiang | 1,008 George Bort | 833 Alexander Spooner |
| 4,498 Karen Mosley | 2,150 Nathan Doyle | 1,502 Kasey Williamson | 1,205 Kasi Hobbs | 1,004 Dawid Liniewski | 824 Tony Nguyen |
| 4,496 Jeffrey Gilliana | 2,123 Timothy Watson | 1,500 Joshua Crisp | 1,205 Christopher Murray | 1,002 Tiffney Harmouche | 819 Michael Sweeney |
| 4,066 Patrycja Grudzinska | 2,109 Jose Rubio | 1,496 Rudolph Townsend | 1,201 Frank Cordaro | 995 Bryan Juskiw | 817 Donte Grant |
| 4,063 Lindsey Dettwiller | 2,106 Samantha Erbe | 1,471 Ryan Beuc | 1,198 Christopher Bennett | 993 Gregory Graham | 812 James Flores |
| 3,997 Matthew Dawson | 2,106 Alejandro Pineda | 1,446 Ashley Wenning | 1,196 Michael May | 992 Michael Buckelew | 801 Nathan Crandell |
| 3,975 Richard Jones | 2,071 Brenton Franklin | 1,445 Robert Locke | 1,187 Rebecca Bonesteel | 992 Matthew Cessna | 792 Brittini Kwiecien |
| 3,948 Ryan Landmark | 2,063 Vincent Morgan | 1,443 Christina LaPlant | 1,176 Andrew Siebert | 985 Akasha Trujillo | 789 Tanya Dodson |
| 3,875 Orby Kelley | 2,055 Andrew Chambers | 1,442 Christina Jauch | 1,170 James Wells | 979 Michael Laperche | 783 Jocelyn Bolito |
| 3,842 Michael Stuver | 2,034 Omar Torres | 1,436 Taylarr Nathaniel | 1,166 Takiyah Smith | 979 LaMorris Reynolds | 779 Jackson Doyle |
| 3,729 Kristen Brown | 2,027 Joshua Garrison | 1,428 Debra Small | 1,158 Alexandra Berberich | 978 Roger Rau | 778 Maria Saldana |
| 3,651 William Barker | 1,999 Erica Martinez | 1,419 Stephanie Lovins | 1,157 Brent Bowling | 975 Dexter Hill | 777 Bernard Ballou |
| 3,647 Richard Tabanji | 1,998 Kimberly Hamilton | 1,405 Man Tak Tong | 1,149 Johnny Ly | 960 Christine Barbour | 773 Rafael Kajatt |
| 3,585 Timothy Bugge | 1,997 Branden Griffin | 1,396 Alex Normandeau | 1,148 Alix Albright | 960 Calvin Irving | 764 Thomas Dillon |
| 3,532 DeAnthony Hartman | 1,984 Christopher Gray | 1,395 Kyle Schimizzi | 1,146 Kethler Claimon | 949 Wanda Williams | 761 Jonathan Black |
| 3,490 Thomas Longino | 1,960 James Jones | 1,379 Chirotam Ilokwu | 1,139 Shelley Suggett | 943 Phillip Munsey | 759 Derren Chapman |
| 3,475 Clayton Bonner | 1,953 Clint Uwaine | 1,372 Emily Brunner | 1,133 Jonathan Maxwell | 942 Corey Moore | 758 Mireya Lopez |
| 3,456 Kyle Alden | 1,898 Bilal Farsakh | 1,355 Susan Bedrossian | 1,132 Lesina Ah Sue | 937 Dane Harnack | 758 Jenny Rosales |
| 3,319 Glenn Martin | 1,895 John McDougald | 1,355 Shams Kaddoura | 1,131 Jaclyn Finafrock | 934 Andrew Maxey | 756 Michael Steimle |
| 3,225 Meghan Harris | 1,880 Duane Shaw | 1,352 Daniel Walton | 1,124 Wilmer Jimenez | 929 Amy Pearce | 754 Max Nozek |
| 3,163 Kendall Wilson | 1,876 Alisha Anderton | 1,349 Natalia Tatkowska | 1,117 Holly Lacey | 927 April Rivera | 751 Michael Batdorf |
| 3,116 Daniel LaFontaine | 1,872 Toni-Ann Allen | 1,347 Cristina Fox | 1,112 Fran Kolos | 919 Robert Bilder | 751 Howell Smith |
| 3,103 Marc Kurzberg | 1,862 Brandon Ruis | 1,339 Carrie Padgett | 1,108 Omar Billy | 915 Justine Dennis | 746 Gregory McDuffie |
| 3,066 Cristian Matapenagos | 1,856 Phillip Waisman | 1,336 Saul Lopez | 1,106 Dylan White | 915 William Hart | 737 Nicholas Allport |
| 3,058 Edwin Rodriguez | 1,828 Travis Stucki | 1,305 Ariel Demesa | 1,103 Erika Torres | 903 Lincoln Dziekonski | 736 Ranjana Chopra |
| 3,049 Steven Halm | 1,804 Aziz Farsakh | 1,300 Kashieir Perkins | 1,097 Christine DiSanto | 901 Martha Garcia | 731 Cornelius Holder |
| 3,041 Jeffrey Hall | 1,795 Jimez Parker | 1,295 Lara Wyatt | 1,097 Cameron J Stanley | 900 Jesus Parra | 731 David Lutz |
| 2,990 Nathan Hunt | 1,756 Nathalie Kanzi | 1,287 Jenna Grula | 1,096 Alfred Uipa | 896 Marie St Germain | 729 Eric Jaeger |
| 2,986 Sina Heak | 1,749 Ruben Santillana | 1,282 Matthew Bell | 1,093 Hector Mendez | 893 Oleg Novitchii | 727 Kimberly Tagliavia |
| 2,803 Mark Hoban | 1,747 Mandy Johnson | 1,278 Edill Cobos | 1,086 Andrew Hynan | 888 Anastasia Martens | 726 Bret Nilson |
| 2,787 Derek Foore | 1,738 Jonathan Jones | 1,276 Peter Gabranski | 1,085 Gregory VanSuch | 888 Matthew Simon | 718 Colin Bryant |
| 2,767 Marysa Maggio | 1,738 Kassandra Perez | 1,270 Makena Alexander | 1,084 Candice Anderson | 878 Warren Ballard | 718 Lucan Schmidt |
| 2,669 Rachel Gallagher | 1,726 Patricia Cicerale | 1,268 Angeliqye Piquion | 1,082 Bradley Wu | 876 David Hefflin | 716 Joshua West |
| 2,659 Tiffany Babin | 1,675 Tonya Bailey | 1,267 Veasna Keo | 1,074 Alma Lozano | 876 Brandon Johnson | 715 Jennifer Martin |
| 2,658 Mickey Adkins | 1,666 Cody Hutchinson | 1,257 Edy Haddad | 1,073 Casey Pike | 874 Jason von Rosenberg | 714 Victor Agurto |
| 2,614 John Turner | 1,662 Myaa Fallon | 1,254 Hyunchul Chung | 1,071 Gladis Orozco | 873 Emma Sermos | 712 Brandon Edens |
| 2,558 Casey Moore | 1,659 Martyna Duda-Pasieka | 1,248 Neel Gossman | 1,068 Skyler Hornung | 868 Jesse Benwell | 711 Philip Morgenthaler |
| 2,540 Kayla Comer | 1,647 Denis-Michael Catalano | 1,247 Bridy Maughan-Evanson | 1,064 Haydee Burrola | 864 Nasser Rezaei | 704 Samantha Tshuma |
| 2,484 Vincent Andreotti | 1,645 Kyle Lewicki | 1,238 Arien Seemann | 1,048 Emmanuel Fedna | 861 Danielle Morales | 704 Brendon Worth |
| 2,440 Shai Mate | 1,641 Leo Wright | 1,237 Heather Watts | 1,041 Steve Bryant | 860 Derron Alexander | 697 Sean Conway |
| 2,395 Elena Riley | 1,621 Courtney Griggs | 1,236 Drexil Smothers | 1,041 Mercedes Phillips | 859 Amanda Peterson | 694 Carlton Mack |
| | | | 1,035 Vincent Meyer | 855 Sam Chan | 668 Barkley Collinson |

MARCH BONUS LEADERS

March Bonus Payout: \$74,311
March Bonus Qualifiers: 207

- | | | | | |
|--------------------------------|---------------------------------|------------------------------------|-------------------------------|--------------------------------|
| 4,939 Sami Mogannam | 1,527 Paul Helling | 1,070 Carlo Bonifazi | 784 Jennifer DeMartino | 647 Victor Rodos |
| 2,988 Fabian Aniekwensi | 1,495 John Mercurio | 1,058 Timothy Byrnes | 757 Ronald Rivera | 566 Kelly Silvia |
| 2,464 Joseph B Smith | 1,436 Laurekin Pardovani | 1,039 Ryan Vopat | 739 John Adams | 560 Rashidah Henriques |
| 2,301 Nicholas Gasparro | 1,435 Loraine Patterson | 921 Brandon Johnson | 696 Michael Perez | 558 Gail Sassman |
| 2,157 Mitchell Look | 1,363 Glyn Hurst | 917 Lenora Blackstone | 673 Maria Ramirez | 556 Scott Hasting |
| 1,939 Thomas Huynh | 1,262 Maurice Baritz | 821 Patricia Smedal-Summers | 667 Bryan Czajkowski | 529 Jessica Santamarina |
| 1,620 Nabil Spahi | 1,214 Dason Phaul | 808 Corey LaVigne | 648 Ashley Bodnar | 510 Shauna Hannemann |

4 BONUS TOTAL:

\$5,835,233

WORLD'S GREATEST
\$2,782,516

LEADERSHIP
\$2,395,424

SA/GA TRAINING
\$582,982

REINSTATEMENT
\$74,311

All qualifiers listed achieved at least \$500 in bonus totals

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Congratulations on your achievements.

March Qualifiers — Outstanding Producers & PR Representatives:



Daniel Hanson

SGA: **Chad Deley**
of Qualifications: **2**
Net ALP: **\$116,232**
Ret: **88.7**



Katie Massart

SGA: **Altig-Orlovic**
of Qualifications: **12**
Net ALP: **\$95,101**
Ret: **86.7**



Mike Allen

SGA: **Travis Moody**
of Qualifications: **3**
Net ALP: **\$80,410**
Ret: **82.3**



Dustin Dunbar

SGA: **Dustin Venekamp**
of Qualifications: **11**
Net ALP: **\$75,732**
Ret: **94.1**



Benjamin Ainscough

Altig-Orlovic Agency
Contract Date 05/16/06
Qualified March of 2016
\$1,006,222 of Net ALP

DIRECTORS OF THE MONTH



Leaders growing leaders

Sales Director of the Month



Bruce Alford

Bruce had 52.2% growth over March of last year.

PR Director of the Month



Patti Morgan

Patti is the Top Director for March 2016 with 2,965 Lead Growth.

BRING IN HIGHER NUMBERS



Domenico Bertini

Executive Vice President
AIL & NILICO

YOU THINK YOU ARE OPERATING at your limits (and I hope you are), so how can you get to the next level up and produce higher results?

Here are three easy steps to do just that without adding one more hour to your day.

1. FOCUS ON THE BEST CUSTOMER.

Bigger results will be achieved if you spend most of your time with the best customers, those who most likely will need insurance and will buy. Sounds like magic? It is.

See, most companies do not know who their best customers are, but at AIL and NILICO, we know that. For example, the close ratio on referral presentations is near 60 percent while the close ratio on traditional customers is 35 percent. Knowing this, which customer would you start spending more time with, if you needed to raise your sales? No need to answer.

Also, the industry knows that happy customers are repeat customers, and repeat customers have the highest retention on the books. In fact, it is proven that the more policies a customer carries with the same insurance company, the more loyal they tend to be. They ignore the competition and tend to stay longer with the company that services their business often. Sounds like POS?

2. RETHINK YOUR RESOURCES.

Your presentation must have the goal of not just bringing in new business, but getting more from the customers you're with.

If you're not getting enough referrals when presenting, you may need to spend more time establishing rapport, or maybe you need to make your presentation more personable than automated. After all, everyone has different needs and wants. The importance of having your own personal resources cannot be ignored due to the higher close ratio that happens because of a different level of influence on those resources.

3. KEEP TRAINING!

When you make changes to your sales process, you have to train before you implement

them. Just like athletes who train innumerable hours before they compete, so do professional sales people who want to raise their results and bring in higher numbers. Train harder

"SPEND MOST OF YOUR TIME WITH THE BEST CUSTOMERS."

on getting to the kitchen table and establishing rapport. Train harder on how to create a strong need and do a personable presentation. Finally, train harder on how to properly close a sale that will last a long time.

Add these 3 steps and watch your results improve... just like magic. ☺



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